

LIBRARY
RECEIVED
JUL 19 1915

TRANSFER & STORAGE

Volume XIV., No. 7.

PITTSBURGH, PA.

July, 1915



IN THIS ISSUE:

National Team Owners' Association Changes Name

Illinois Storagemen at Lake Harbor

Van Owners' Right to Hold Goods for Charges; by Charles G. Wightman

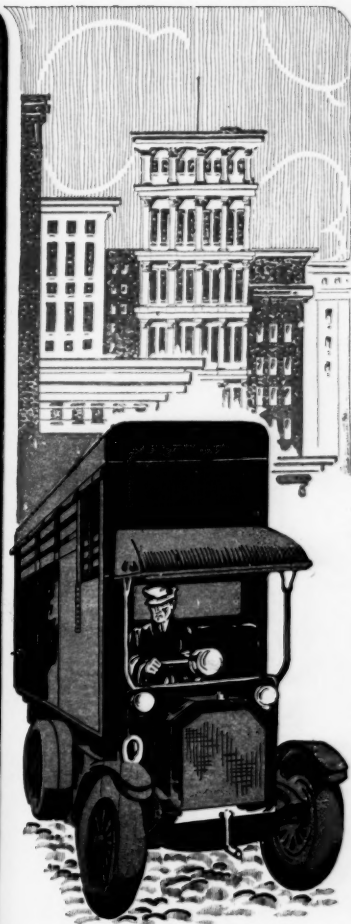
Warehouseman, Shipper and Carrier; by C. A. Aspinwall

The Motor Truck and Why; by M. C. Horine

The Team Owners' Operating Costs; by H. T. Lay

Effect of Cummins Law on Shipments of Household Goods; by D. Bowes

Lighterage and Storage Charges Again Up in New York



ESTABLISHED IN 1902 AS
THE TEAM OWNERS' REVIEW

TRANSFER & STORAGE

—ANOTHER FEDERAL ENDORSEMENT

GOLDSMITH C. STEPHENS

Insurance

Fire, Liability, Accident, Health, Burglar, Etc.—Surety Bonds.
68 State Street.

Albany, N. Y. August, 5th, 1914.

Federal Motor Truck Company,
Detroit, Michigan

Gentlemen:-

As per your request of July 30th, I am sending you under separate cover, picture of our Bus, and if you do not like the back ground I will arrange to have another picture taken.

I can get you more of these for the nominal sum of 50 cents each.

We are operating two of our trucks and think a great deal of them and would be pleased to give you a testimonial or any recommendation you might want.

The body of the Bus was built by our representative Wm. L. Schupp & Sons and is a credit to them and makes a fine ad for them and also for your truck.

Yours very truly,

NEW SCOTLAND AVE., TRANSPORTATION COMPANY, Inc.

Goldsmith C. Stephens, President

THE TRUCK



Satisfaction and service are the keynote of the hundreds of letters that enthusiastic Federal owners have written, telling about their Federals.

The testimony of these men in your own line of business is worth a lot to you in selecting your motor truck equipment. Their delivery problems are nearly identical with yours and they have best solved theirs with the Federal. In fairness to yourself, look up the Federal dealer in your city and he will tell you just what Federals will save you in your own business.

INVESTIGATION LEADS TO FEDERALIZATION.

FEDERAL MOTOR TRUCK CO.

132-140 Leavitt Street

DETROIT, MICHIGAN

TRANSFER & STORAGE

PUBLISHED MONTHLY AT
THE WESTINGHOUSE BUILDING,
PITTSBURGH, PA.

Established in 1902 as The Team Owners' Review.

W. D. LEET - - - - - GENERAL MANAGER
H. T. LAY - - - - - MANAGING EDITOR
W. D. QUIMBY - - - - - NEW ENGLAND REPRESENTATIVE
79 Portland Street, Boston.

TRANSFER & STORAGE is published monthly by The Consolidated Publishing Company, Inc., of which W. D. Leet, is president; H. T. Lay, treasurer, and W. A. Young, secretary.

TRANSFER & STORAGE is official publication for: THE NATIONAL TEAM & MOTOR TRUCK OWNERS' ASSOCIATION.

N. F. RATTY, Chicago, Ill. President
F. J. ABEL, Buffalo, N. Y. 1st Vice President
THOMAS ASHFORD, Pittsburgh, Pa. 2nd Vice President
JOHN SHEAHAN, JR., Philadelphia, Pa. Secretary
W. J. McDEVITT, Cincinnati, O. Treasurer

AMERICAN TRANSFERMEN'S ASSOCIATION.

JESSE O. WELLS, Des Moines, Iowa. President
JACK SHARP, Omaha, Neb. 1st Vice President
W. R. SUPPLEE, Columbus, Ohio. 2nd Vice President
W. C. WILSON, Atlanta, Georgia. 3rd Vice President
E. M. HANSEN, St. Joseph, Mo. Secretary and Treasurer

THE SOUTHERN FURNITURE WAREHOUSEMEN'S ASSOCIATION.

E. M. BOND, Nashville, Tenn. President
FRED A. BRYAN, Chattanooga, Tenn. Vice President
T. F. CATHCART, Atlanta, Ga. Secretary and Treasurer

SUBSCRIPTION.

In the United States or Dominion of Canada, \$1.00 per year, which is payable in advance. To Foreign Countries, \$1.50 per year. If you wish your address changed, be sure to give the old as well as the new address.

ADVERTISING.

Card of rates sent promptly on application. Orders for new advertising, or changes intended, should reach this office not later than 15th of month previous to date of publication, to insure insertion in the next number.

CONTENTS OF THIS ISSUE:

Editorial	3
Cartoon	4
National Team Owners' Association Changes Name ...	5
Illinois Furniture Warehousemen Have Successful Meeting	9
The Warehouseman, the Shipper and the Carrier, by C. A. Aspinwall	13
Instructive Ruling on Stamp Tax	16
The Motor Truck and Why, by Merrill C. Horine.....	18
Letters from Readers	21
New Regulations to Meet Cummins Amendment	25
Attempt to Raise Freight Rates Is Opposed	27
The Team Owners' Cost of Doing Business, by H. T. Lay	30



Do the Common Things Uncommonly Well

In this day of fierce competition the methods used by your grandfather will not do. The man who stands still is going backward. Those warehousemen who are in the lead are grabbing every opportunity of serving their customers with the least annoyance and with the greatest relief from petty difficulty possible. Investigate and you will find that they use

Excelsior Packing Pads

Protection in transit, of some sort, is not optional with you. You MUST make a pretense, at least, of protecting your patron's goods in some way. So why not go a little further—help to entrench your position.

INSURE the goodwill of your customer by a minimum of annoyance due to breakage or bad appearance, at the very slight cost represented by the difference in price between a method of packing that is uncertain and the price of a packing that assures the absolute maximum of certainty.

We shall be glad to submit samples with prices.

Excelsior Wrapper Company

FACTORIES:

Sheboygan, Wis.; Grand Rapids, Mich.; Littleton, N. H.

Warehouses and Distributors:

New York City, Excelsior Wrapper Co., Flatiron Bldg. Boston Excelsior Co., 656 W. 30th St.	Chicago, Ill., Excelsior Wrapper Co., 224 W. Kinzie St.
Boston, Mass., Boston Excelsior Co., 26 Canal St.	Cincinnati, O., Excelsior Supply Co., Sec- ond and Smith Sts.
Jamestown, N. Y., F. J. Underwood.	Cleveland, Ohio, Excelsior Supply Co., 1732 Merwin Road.
Baltimore, Md., V. W. Winchester, 517 S. Sharp St.	Philadelphia, Pa., Philadelphia Excelsior Co., 716 N. Third St.
Buffalo, N. Y., Excelsior Supply Co., 16 Carroll St.	N. S. Pittsburgh, Pa., Excelsior Supply Co., La- cock and Hope Sts.

INSURE YOUR HORSES AGAINST ACCIDENTS

Prevent Their Falling Down When Traveling is Difficult



Open Cat-Foot

IN THE SUMMER,

When PAVEMENTS are SLIPPERY from Rain or Water and on OILY or GREASY ROADS

CAT-FOOTS



Bar Cat-Foot

will keep your horses on their feet. They will not only prevent the falling of the horse, but they will also eliminate the worrying caused by constant slipping and sliding, which is now using up a large part of the horses' strength. CAT-FOOTS will give your horse CONFIDENCE, they will SAVE HIS STRENGTH. CAT-FOOTS WEAR LONGER THAN ANY OTHER SHOES. They will SAVE YOU MONEY.

IT WILL PAY YOU TO GIVE CAT-FOOTS A TRIAL.

IN THE WINTER

When Roads are Slippery from Snow or Ice provide your horses with REMOVABLE CALKS.



GOLDEN RUSTLESS RING-POINT CALKS

THE CALKS WITH THE WELDED TOOL STEEL CENTER POSITIVELY SELF-SHARPENING, WEAR LONGER AND SHARPER THAN ANY OTHERS.

ROWE DRIVE CALKS

HARDER, SHARPER, LONGER-WEARING THAN OTHERS. POSITIVELY WON'T FALL OUT.

ANY UP-TO-DATE
HORSESHOER
can supply you with
ANYTHING in the
ROWE LINE.

The ROWE CALK COMPANY
Hartford Connecticut

TEAR THIS OFF AND MAIL TO-DAY.
The Rowe Calk Co.,
Hartford, Conn.
Send me to-day without any obligation on
my part, detailed information concerning
My horseshoer is
Very truly yours



TRANSFER & STORAGE

PUBLISHED MONTHLY



Entered at Pittsburgh Post Office as Second Class Matter.

Volume XIV.

PITTSBURGH, PA., JULY, 1915.

NO. 7.

Two more conventions, the Illinois Furniture Warehousemen's Association at Lake Harbor, Mich., and the National Team Owners' Association at Springfield, Mass., have passed into history, and by the time this issue of TRANSFER & STORAGE reaches its readers, a third, the New York Furniture Warehousemen's Association at New London, Conn., will be over. Plans are already being made for 1916 by the first two organizations. The Illinois Furniture Warehousemen's Association hopes to meet at Cedar Point, near Detroit, for which the Detroit members are doing some strong pulling. This would be an advantage in a great many ways for it would tend to bring more members from the vicinity of Detroit into the association. The National Team Owners' Association, now the National Team and Motor Truck Owners' Association, has selected St. Louis for 1916, going back to the place of its birth in its fourteenth year.

* * *

Some division of opinion regarding public utilities control of warehouses was noted at the Illinois meeting, where a rising vote showed thirty-three against it, twenty-three for it and twenty-three who had not yet decided to which side to lean. The New York Furniture Warehousemen's principal subject at New London is to be public utilities control and the association is to listen to an expert on this subject. It will be interesting to compare the opinions of those from the east with those from the west.

* * *

At the National Team Owners' convention, the principal thing accomplished was the change in the name of the organization to the National Team & Motor Truck Owners' Association. This change had been expected by those who had been watching developments in the local associations that make up the National during the past year. First Kansas City recognized the motor truck in the title of its association, becoming the Kansas City Team and Motor Truck Owners' Association. Then the Allegheny County Team Owners' Association took similar action and the Grand Rapids Team Owners' Association made a more radical change in becoming the Grand Rapids Transfer

and Storagemen's Association. It is said that the Pittsburgh delegation had much to do with the change in name of the National association. It is a good step.

* * *

Although the National association did not appoint a Field Secretary and Organizer as it was hoped would be done, there was much talk of having the local associations organize the cities near them and bring them into the National. This can easily be done and it is hoped that much of this kind of action will be taken during the coming year. Two new local associations, the Central New England Team Owners' Association and the Milwaukee Transfer & Storagemen's Association have been admitted to membership in the National during the past year. Thus the National shows a net gain in membership for 1914-1915. May it show a still larger gain for 1915-1916.

* * *

The National Team and Motor Truck Owners' Association has gone on record as advocating the use of improved granite block paving. There has been altogether too much wood block laid in the last few years.

* * *

Anyway, the Illinois warehousemen had better weather this year than they did last, and Lake Michigan was as calm as a millpond all the time they were at Lake Harbor, too. Wouldn't it have been fine to have had a nice, long lake trip?

* * *

We learned at Lake Harbor that the Central Warehousemen's Club is to meet in Denver on August 10 and 11. Here's your opportunity to see some of those Denver hustlers in their own home town and also some first-rate scenery.

* * *

The Southern Furniture Warehousemen's Association will meet at Birmingham, Ala., on November 29 and 30, this year, just before the convention of the American Warehousemen's Association at New York City. There will be a good number who will take them both in. Really, wouldn't you like to see if those southerners have anything on Chicago for hospitality?

News of the Month--Past and Present--in Picture



Team Owners Recognize Motor Trucks

Of the business transacted at the yearly convention of the National Team Owners' Association in Springfield, Mass., on June 28, 29 and 30, the first thing in importance was the change in name of the organization from the National Team Owners' Association to the National Team and Motor Truck Owners' Association. As the association is incorporated under the laws of New York State, it will be some time before the new name is legally established, but the association will be known as the National Team & Motor Truck Owners' Association from now on. The recognition of the motor truck in the name of the association was not altogether unexpected, as several of the local associations have taken cognizance of motor-propelled vehicles during the past year.

While the business meeting of the convention did not begin until Monday, June 28, many of the delegates with their wives and families, arrived in Springfield on Sunday. The local entertainment committee had provided for this and opened the convention festivities by taking the early arrivals from the convention headquarters at the Hotel Kimball up to Mount Holyoke.

Eighteen autos carried the party of 90 enthusiastic team owners along the Connecticut river through Holyoke and up to the top of Mt. Holyoke. From this point they saw for miles up and down the Connecticut river valley and just across the valley, the picturesque Mt. Tom. A delicious supper was served at the Mt. Holyoke House.

At 11 a. m. on Monday, June 28, President Fay, of the National Association called the meeting to order in the Springfield auditorium. President Fay introduced the acting mayor of Springfield, H. S. Cook, who welcomed the delegates on behalf of the city's mayor. After the usual courtesies, President Fay called the business meeting to order and the regular business was proceeded with.

In the morning the ladies attending the convention were shown the Springfield stores and the shopping district and in the afternoon a "seeing Springfield" excursion was launched. Springfield's beautiful residential sections and the outlying suburbs made so great an appeal to many of the visiting ladies that the husbands later had hard work to explain why it would not be possible to move to Springfield.

Monday evening all those attending the convention, together with many of the team owners from Springfield and vicinity, sailed down the Connecticut river to Riverside Park. Supper was served en route and dancing and other amusements followed. A display of fireworks at the park added interest to the evening.

The day's business consisted mostly of the reports of the officers. In spite of hard times during the past year, the National Association has made a gain in mem-

bership. The Central New England Team Owners' Association, which was recently organized at Springfield and the Milwaukee Cartage Association have been admitted.

Tuesday morning the delegates and the ladies assembled on the steps of the convention auditorium for the group photograph which we have reproduced. Immediately afterward the ladies were taken by automobile to points of interest in Springfield that had not been covered on previous trips.

Among the papers read before the convention on Tuesday, one of the most important was that by Theodore Gabrylewitz, secretary of the association, on "Railroad Terminals, Team Owners and the Railroads." In this paper Mr. Gabrylewitz laid special emphasis on the Tailboard Delivery fight, which was recently decided by the Interstate Commerce Commission against the association. In speaking of terminal freight handling, Mr. Gabrylewitz said, "The operation is composed of one-fifth of modern progress and four-fifths of primitive. It costs 4 times as much to load and unload a barrel as it does to transport it 250 miles.

Another important paper was that read by M. C. Horine, Associate Editor of "The Commercial Vehicle" magazine, a motor truck publication. This paper, entitled "The Motor Truck and Why" will be found elsewhere in this issue of TRANSFER & STORAGE. T. J. McCarthy, of New York City, whose subject was "What the National Association has done for the Team Owner," gave a brief outline of the things accomplished by the National Association, with especial emphasis on the closer co-operation between the railroad freight agents and the team owners, since the Tailboard Delivery fight was started.

N. F. Ratty, of Chicago, read a paper on "Loss by Theft." He urged a careful checking system on the part of the truckman. Ward W. Pierson, of Philadelphia, the association's attorney, read a very valuable paper on "The Team Owners' Liability." Mr. Pierson explained in detail the legislation which has made the team owner a common carrier and gave a very interesting talk on the liability of the truckman when merchandise is lost, destroyed, injured or delayed in transit.

C. H. Martin, of the Knox Motor Co., of Springfield, Mass., presented a paper on the "Development of the Gasoline Tractor." As J. F. Cozens of the Women's Society for the Prevention of Cruelty to Animals of Philadelphia, was not able to be at the convention, his paper on Horse Tag Day was read by the secretary. Another paper read was "The Team Owners' Cost of Doing Business," by H. T. Lay, Managing Editor of TRANSFER & STORAGE. This paper will be found elsewhere in this issue of TRANSFER & STORAGE. Zenas Carter, field secretary of the Granite Paving Block Manufacturers' Association read a paper setting

forth the advantages of improved granite block pavements for horse traction. Thomas Ashford, president of the Allegheny County Team Owners' Association of Pittsburgh, read a paper entitled "Legislation for the Team Owner," taking up some of the legislation that has been enacted and legislation that is needed. Joseph Orr, of New York City, read a paper entitled, "What Is Scientific Feeding?"

Some of the principal business transacted by the association during its stay in Springfield, aside from the change in name, was the arrangement of the per capita tax so that the revenues of the association may be as follows: Charter, \$20; annual dues, \$35; per capita tax, \$1 per member. This was later amended so that an association of 5 members or less will have to pay only \$10 annual dues, and an association of 25 or less will have to pay only \$20 annual dues. The National association decided to meet in St. Louis on June 19, 1916. It was decided that the board of directors of the National association should hold at least two meetings a year, one before and one after the convention. It was decided that the association take some action to have Congress limit the speculation in grain futures, which at present results in inflated values of feed. It was also decided that hereafter only the papers read at the convention will be published by the association with the reports of the president and secretary. It was decided that the publication of the National Team and Motor Truck Owners' Association's directory is to be left in the hands of TRANSFER & STORAGE. The association discussed the improved granite block pavement and is advocating its more extensive installation.

No action was taken in regard to the appointment of a field secretary and organizer for the National, although there was some discussion of this. It was recommended on the floor, although not by the Resolutions Committee.

The following officers for 1915 and 1916 were elected: N. F. Ratty, Chicago, president. F. J. Able, Buffalo, first vice president. Second vice president, T. F. Ashford, Pittsburgh. Secretary, John Sheahan, Jr., of Philadelphia. Treasurer, J. McDevitt, of Cincinnati. For the board of directors for the two-year term: A. T. Barton, Cincinnati. D. R. Benedict, Denver. E. B. Gardner, New London. George Reichle, Cincinnati. George Sproul, Chicago. R. L. Smith, New York. C. Cameron, Minneapolis. W. W. Toot, Cleveland. George R. Jansen, St. Louis. For the one-year term to take the place of Mr. Able and Mr. Ashford: A. A. Adamy, of Buffalo and J. F. Flood, of Pittsburgh, were elected.

At 10 o'clock three special trolleys were drawn up on a track near the Kimball and the entire convention party boarded for Mt. Tom. After passing through Holyoke and Mountain Park the special cars pulled up at the base of Mt. Tom. A transfer was then necessary to the incline railway. This proved to be one of the most interesting features of the trip. These cars travel

a very steep grade directly up to the summit of Mt. Tom. At the top is the Mt. Tom House, where a luncheon was served.

On the return the party stopped at Mountain Park, and were first treated to refreshments then to a matinee theatre party. Rain succeeded several times in dampening the millinery, but the high spirits (enthusiasm) refused to be dampened. This was the most enjoyable of all the days at the convention and was the crowning success of the entertainment committee.

Adolph Westheimer, of Houston, Tex., arrived just in time to assist Messrs. Webb, Sheldon, Kennedy and Sullivan in making this day one long to be remembered.

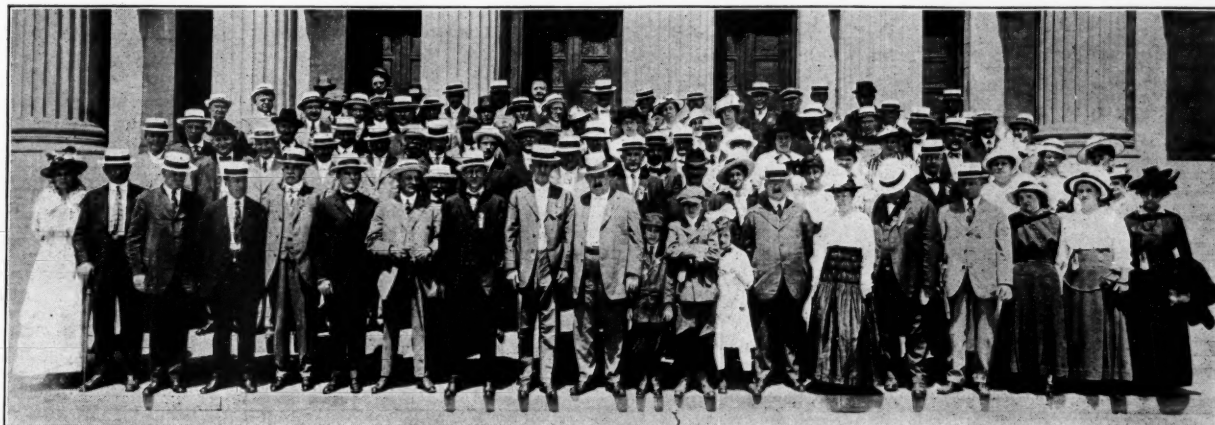
The annual banquet took place in the ball room of the Hotel Kimball. Dr. John S. Lyon, of Holyoke, director of the Chamber of Commerce of that city, acted as toastmaster.

Dr. Lyon, who was in rare form kept the team owners and their wives in constant laughter and told a dozen or more funny stories. He said in prefacing his introductory remarks that he considered it a great honor to "come from the thriving city of Holyoke and preside at a banquet in the little village of Springfield." After making announcements in regard to the trip to Holyoke, Dr. Lyon proceeded to introduce retiring President Fay as the first speaker.

Mr. Fay referred to himself as a "has been" and spoke of the need of organization and congratulated the national association upon its success. Mr. Fay also paid a tribute to the women and declared that the presence of women in the party added to the pleasure of the convention. The organization, he said, needs women's counsel. Seated at the left of President Oatley at the speakers' table was Mrs. Mary Lewis, Detroit, Mich., the only woman delegate to the convention, and Mr. Fay's remarks were interpreted as a tribute to her personally as well as to the other women who attended.

President Ratty was then introduced and told the team owners that Toastmaster Lyon had stolen all of his thunder, inasmuch as he had met the Holyoke man before the banquet and told him the stories that had been given by Dr. Lyon. Mr. Ratty also said that the remarks of Mr. Fay were prepared by him. Talking in a serious vein he thanked the Central New England Association for its reception to the delegates and for the good times that had been provided during the visit to Springfield. Mr. Ratty said that in his new office he would put "his shoulder to the wheel," and make the national organization boom.

Superintendent of Streets Frederick H. Clark was not seated at the speakers' table, but the toastmaster spotted him and called upon him for a few remarks. Mr. Clark was spoken of as a man who "had outgrown the little hamlet of Worcester." During Mr. Clark's address he had an opportunity to "get back" at Dr. Lyon when he told the delegates that Holyoke was doing its best to imitate Springfield in all of its public



Delegates and Guests at the Springfield Convention.

improvements. "The western cities that some of you men represent have nothing on us but size," said Mr. Clark in closing.

Jesse Sheldon, Holyoke, made short remarks, as did D. C. Perkins, Hartford, Conn. The last speaker was Thomas F. McCarthy, New York, the first president of the national association. Mr. McCarthy read his speech and urged the team owners to pull together, saying that the association as such was more than an individual.

The banquet was attended by about 200 and directly after the speaking the tables and chairs were cleared away for the dancing. Music was furnished during the banquet and for the dancing by the hotel orchestra.

City Is Not Liable for Injuries to Hired Teamsters.

If a teamster in the employ of a teaming contractor on city work is injured, the city and team owner are liable under the workmen's compensation act, but the city must be reimbursed for any expense incurred.

The Wisconsin industrial commission so decided in the case of Alosius C. Kowalewski against Edward Ulick and the city of Milwaukee.

This decision is of far-reaching effect as the city has about 160 teamsters employed by team owners. The commission held that the city and the team owner are liable for injuries to teamsters when team owners contract to supply drivers to the city.

The team owners' liability is primary so he is required to reimburse the city for any expense incurred, according to the commission.

To relieve team owners of any hardships, Assistant City Attorney McIntyre and C. O. Davis, supervisor of street sanitation are devising a scheme whereby a blanket insurance liability policy can be taken out in the name of the city covering all team owners who hire teamsters to work for the city.

It will provide for insurance for the team owners at a very small cost protecting them as well as the city.

Connecticut Raises Truck Fees.

The legislature of Connecticut has enacted a bill which requires, among other things, that the secretary of state shall determine the actual carrying capacity of each commercial vehicle and collect fees for its registration as follows:

½ ton or less.....	\$11	5 tons.....	\$ 75
1 ton	15	5½ tons.....	87.50
1½ tons	20	6 tons.....	100
2 tons	25	6½ tons.....	112.50
2½ tons	30	7 tons.....	125
3 tons	35	7½ tons.....	150
3½ tons	45	8 tons.....	175
4 tons	55	9 tons.....	200
4½ tons	65	10 tons.....	225
Each additional ton.....		\$50	

Vehicle License Knocked Out.

About 1,500 people in Hamilton, Ohio, who have been paying a vehicle and horse tax for some time will be interested in the decision by Judge Walter S. Harlan, rendered recently in which that judge knocks out on every leg that it stood the Hamilton city vehicle ordinance, finding the ordinance unconstitutional and illegal.

In the municipal court Judge Shank has been fining drivers for operating wagons or vehicles on the streets without first paying the city an annual fee for a license. These fines Judge Harlan has knocked out by his sweeping decision, dismissing these drivers and holding that any fine assessed against them in the municipal court is illegal and is set aside by the decision.

The license of vehicles in the city of Hamilton by the mayor under a city ordinance was attacked this time in the court of Judge Harlan by several teamsters who were fined in the municipal court for not having paid a license, and by J. W. Faucett, of the J. W. Faucett Transfer & Storage Co. The Faucett case, however, has not been heard, but Judge Harlan states

that the outcome of that case hinged on the cases decided, which were the appeals of the teamsters that the fine against them be set aside as the ordinance under which it was imposed was illegal and unconstitutional.

Judge Harlan based his decision on a decision of the local court of appeals, rendered recently, in a similar suit at Middletown.

In Middletown several automobile owners that were charged a license filed a suit and the court of appeals set it aside on final hearing, because under the laws of Ohio it was illegal and unconstitutional.

Judge Harlan quoted this sweeping decision and gave it as the chief reason for setting aside the vehicle ordinance in Hamilton.

Judge Harlan, quoting from the ordinance in question in Hamilton which taxed vehicles, said that it was intended that the ordinance regulated the use of the streets of Hamilton, when in fact it did no such thing for it did not specify width of tires, loading of vehicles, how vehicles should pass each other, etc. but simply levied a tax, and the court finding that it did not regulate the streets but levied a tax for revenue only, and for the chief reason that the court of appeals had knocked out a similar ordinance in Middletown, Judge Harlan dismissed the men fined for violations, set aside the fines, and held the vehicle license of the city of Hamilton illegal, void and set it aside and out of force and effect.

Niles, Ohio, Team Owners' Association.

The Niles, Ohio, Team Owners' Association is made up almost entirely of team owners whose equipment is dump wagons and their principal business is work on excavations, etc. The principal work of the association has been in regulating the number of working hours and the prices per hour. We have no difficulty in settling these questions to our satisfaction through the association.

The officers are: President, John Van Wye; vice president, James Boyd; secretary, C. M. Muir; treasurer, Frank Van Wye. The delegates to the Springfield convention of the National Team and Motor Truck Owners' Association were John Van Wye and James Boyd.

C. M. MUIR, Secretary.

Rational Ordinance Regulates Size of Chicago Trucks.

A very rational code for the regulation of motor trucks and tractors has been submitted to the Chicago city council, governing the size, weight and speed of motor trucks. It permits tractors and trailers up to a total length of 40 feet and a width of 8 feet 6 inches to move at the rate of 9 miles per hour at all times. Tractor-trailer trains of greater length are permitted to operate tained or the street car companies shall have granted permission to use their tracks. Trains up to 100 feet in

length may be operated on special permits during the night hours.

No vehicle is permitted to have a weight of more than 1,000 pounds per inch of tire width, 24,000 pounds per axle or 30,000 pounds total weight. All motor vehicles must have rubber tires.

Trucks are permitted 8 feet 6 inches width and 40 feet in length. When they have defective tires they are not permitted a greater speed than 4 miles per hour, and no cleats, projections or other devices calculated to injure the pavements are permitted except tire chains and non-skid devices when necessary. Trucks may not have loads projecting more than 4 feet beyond their rear except under special provisions and permit. Tow-lines may not exceed 16 feet in length.

Report on Snow Removal Work in the City of New York.

In a recent report to the Board of Estimate and Apportionment of New York City, Commissioner J. T. Fetherston, of the Department of Street Cleaning reviews the work of snow removal during the winter of 1914-1915, when the plan of using the forces of the department instead of private contractors on most of the streets and the utilization of sewers for the disposal of snow was tried for the first time.

According to the department's statistics, 32,607,081 square yards, or 927 miles of streets in the Boroughs of Manhattan, the Bronx and Brooklyn were included in the snow removal area. Of this the department's snow fighting force covered 26,199,317 square yards, or 745 miles; 3,304,009 square yards, or 94 miles of so-called mandatory streets were included in the private contract schedule and the street railways cared for 3,103,755 square yards, or 88 miles.

In summarizing the results attained under the new plan, Commissioner Fetherston finds:

A—On a truck capacity basis of removal: The rate of removal per day increased 4.71 times and the cost per cubic yard decreased 77.3 per cent compared with average results between 1907 and 1914, while the rate of removal per day doubled as compared with the best previous record (1914) and the cost per cubic yard decreased 67 per cent compared with the lowest previous unit cost record (1908).

B—On an area basis of removal (area of street surface multiplied by depth of snow) considering only the department's snow fighting force:

The rate of removal per day increased 3.35 times and the cost per cubic yard decreased 80 per cent, compared with average results between 1902 and 1907, while the rate of removal per day doubled and the cost per cubic yard decreased 75 per cent, compared with the lowest season's unit cost record of 1906-1907.—From "Good Roads."

Illinois Warehousemen Have Successful Meeting

Although not quite as large in attendance as last year, the Illinois Furniture Warehousemen's Annual Meeting, held on June 25, 26, 27 and 28, at the Lake Harbor Hotel, at Lake Harbor, Mich., was a great success in every way. The weather was ideal all the time that the warehousemen were at Lake Harbor and everything combined to make the outing one of solid enjoyment for every one present.

The warehousemen gathered at the Grand Central Station in Chicago at 10 o'clock on the morning of Friday, June 25, the special train over the Pere Marquette leaving from that point for Lake Harbor at 10:30. Stops were made all along the way to pick up warehousemen and the train arrived at Lake Harbor at 5 o'clock, a luncheon having been served on the train.

On Friday evening a vaudeville entertainment was given. One of the features of this entertainment, which brought every one present to his feet was the singing of a parody by one of the performers on "I Didn't Raise My Boy to Be a Soldier," the parody conveying directly the opposite meaning from that of the original song.

Saturday was given over to story telling in groups, getting acquainted and renewing acquaintances. The annual baseball game was held in the morning, the Fireproof playing the Non-Fireproof. Of course the Fireproof won. The handicap golf tournament also took place on Saturday. This year three beautiful prizes were given for the golf tournament instead of the usual cup. First prize was taken by F. Fechheimer, of the Lincoln Warehouse & Van Co. of Chicago; second prize by H. J. Gray, general passenger agent of the Pere Marquette, and third prize by Walter C. Gilbert, of the Harlem Storage Warehouses, New York City. W. P. Therbault, of Hebard's Storage Warehouses of Chicago, was fourth, and J. H. Troyer, of the North Shore Fireproof Storage Co., of Chicago, was fifth.

The evening's entertainment was the star feature of the entire outing. This was a two-act musical comedy, written and staged by Henry Brown, of Brown's Vaudeville Exchange, of Chicago, especially for the warehousemen's outing. The title of the play was "A Van Load of Fun." The cast of characters and the musical numbers were as follows:

Cast:

Mr. Works, A Warehouseman Ralph J. Wood
Mrs. Works, His Wife R. E. Broderic
Adelaide Works, His Daughter M. H. Kennelly
Mr. Updegraf, Another Warehouseman F. L. Bateman
Mrs. Updegraf, His Wife Ed. Walldren
Jack Updegraf, His Son Oscar Campbell
Adolph Sourherring, Manager of a Star Joseph H. Meyer

Genevieve DeArville, The Star Morrison C. Wood
Sadie, An Up-to-the-Minute Maid Arthur B. Compton
Bessie George R. Barclay
Mabel R. H. Huntsman
Ella } Some Maids Eric Werner
Gertie } W. J. Riley
Chauncey West T. A. Jackson
Joseph North K. A. Warner
Harold South } Good Fellows A. M. E. Nelson
Arthur Yeast Elmer Buxton

Act I. Home of Mr. Works.

Act II. Same as Act I.

Musical Numbers, Act I.

"Aunt Skinner's Chicken Dinner" Sadie and Chorus
"Dublin Bay" Mrs. Works and Chorus
"I Lost My Girl on Broadway" Jack Updegraf and Chorus
"Specialty" Genevieve De Arville

Musical Numbers, Act II.

"Ypsilanti" Genevieve De Arville
"O My Love" Sadie and Chorus
"Virginia Lee" Jack Updegraf and Chorus
"5-15" Mr. Works and Chorus
"O, How That Woman Could Cook" Adolph Sourherring
"Finale" Entire Company

Executive Staff:

Frank S. Elston Business Manager
P. J. Mills Stage Manager
James F. Keenan Electrician
J. Morris Robinson Advance Agent
George E. Turner Wardrobe Mistress

The program read "Sunday Evening, 8:30 p. m., First Section of Business Meeting," and then in smaller type "If Desired." Nearly everyone saw the smaller type before they did the larger and the business meeting was not desired. The golf finals were played off Sunday morning. The weather was superb all day and those who did not play golf sat around the hotel and swapped yarns, went for walks or went boating or swimming.

On Monday morning the entire party lined up for a group photograph, which will be reproduced in our August issue. After the photograph had been taken the convention settled down to business on the lawn in front of the hotel. First in order was the abdication of President Troyer from the president's chair and the elevation of F. L. Bateman, of the Transcontinental Freight Co. to that post. This was hailed with a mixed feeling of regret and pleasure by the members. G. A. Foster is the only other new officer, he becoming vice president. Mr. Foster's company is the Garfield Park Storage Co. R. J. Wood, of the Lincoln Warehouse & Van Co. still wields the secretary's pencil and M. H. Kennelly, of Harder's Fireproof Storage & Van Co. will continue to carry the association's bank book as its treasurer. All these gentlemen are from Chicago.

Upon the opening of the meeting, requests for the 1916 convention of the association from various cities were read, the most persistent being from Madison,

Wis. Mr. Gilbert invited the members to be present at the New York Furniture Warehousemen's meeting at New London, Conn., on July 9 to 12, and D. R. Benedict, of the Benedict Warehouse & Transfer Co. of Denver, extended an invitation to the association to be present at the summer meeting of the Central Warehousemen's Club, at Denver, on August 10 and 11.

Walter C. Reid, of the Lincoln Safe Deposit Co. of New York City, was to have read the first paper on the program, entitled "Some Thoughts on Efficiency." Mr. Reid's paper was written in a humorous vein and was very entertaining, consisting of take-offs on the members of the association. Following the presentation of Mr. Reid's paper, which was read by Secretary Wood, as Mr. Reid could not be present, a discussion of Public Utility Control of Warehouses was held.

Mr. Troyer, who was called upon to lead this discussion, said that he is not yet certain but that the disadvantages of being under public utility control may exceed the advantages. Since the Illinois warehouses have been under the jurisdiction of the commission the storage rate shows better returns, although the rates are based on the same schedules as before. The reason for this is the elimination of price cutting in slack seasons. The limitation of warehouse construction under the clause which provides that a proposed warehouse must be shown to be a public necessity, is not a good feature.

Mr. Kennelly in speaking on this subject pointed out that the warehousemen of Chicago are pretty well organized and there would, therefore, not be the trouble which would be bound to ensue in unorganized cities where every warehouseman would file a different rate. Schedules on packing and carting have not yet been filed. The Commission would have no control over a concern which was limited to moving alone and was not connected with a storage warehouse.

Mr. Fechheimer called attention to the fact that an increase in rates requires the filing of a petition and proof that such an increase is justifiable. He also indicated the possibility of the warehouseman's not being able to control his own business.

Mr. Benedict said that he would not advise the warehousemen of the country to advocate public utility control. He would warn them to keep out from under it but to put their business in order, get adequate rates and keep in touch with developments.

Charles S. Morris, of the Metropolitan Fireproof Storage Warehouses of New York City asked "which evil would you chose, cut-throat competition or public utility control?" But C. J. Neal, of the Neal Fireproof Storage Co., of Cleveland, pointed out that public utility control will not do away with cut-throat competition unless the warehousemen get together and decide on the rates to be filed, in which case the prime object would be accomplished and there would be no need for public utility control. The commission can

order every warehouse under its jurisdiction to come down to the lowest rate filed with them, when a wide variance of rates is filed.

President Bateman announced that the Illinois Public Utilities Commission is to have a warehouse inspector and that doubtless regulation of rate will follow this. A vote was then taken to find out how those present stand toward the public utilities question. Twenty-three were in favor of public utilities control, thirty-three were against it and twenty-three had not yet made up their minds.

Clarence D. Skinner, of the Merchants Transfer & Storage Co., of Topeka, Kan., read a paper entitled, "Get Right With Your Competitors," in which he outlined the good work that organization and co-operation had accomplished in Topeka. Mr. Morris's paper, "Hitting the Trail Daily Without Sunday," will be published later in TRANSFER & STORAGE. The keynote of Mr. Morris's paper was "A Competition of Service and Not of Price."

To discuss the question "Advertising, Best Method for Best Results," Sidney S. David, of the David Fireproof Storage Warehouse of Chicago was called upon. Mr. David said that they had figured out that they could get the most of their business from within a two-mile radius of their warehouse and had concentrated on that district. They used a direct campaign, putting circulars into residence mail boxes. They figured that these could be distributed in this manner at \$2.00 per thousand, which was cheaper and more effective than sending them under a one-cent stamp. More money had thus been available to spend on the preparation of the advertising literature itself. Mr. David impressed upon his listeners, the importance of getting out first-class advertising copy.

At this point E. M. Bond, of the E. M. Bond Furniture Company, of Nashville, Tenn., arose and invited those present to attend the annual meeting of the Southern Furniture Warehousemen's Association which is to be held at Birmingham, Ala., on November 26 and 27 this year.

Henry C. Lewis, of the Lincoln Fireproof Storage Co., of Kansas City, read a paper on "The Basis of Business Success," which was very well written and was listened to with much interest and attention. Charles G. Wightman, of the Penn Storage & Van Co., of Philadelphia, read a paper on "What Authority Have We to Hold Goods for Our Bill in Moving Accounts," which appears elsewhere in this issue of TRANSFER & STORAGE, as will C. A. Aspinwall's paper on "The Warehouseman's Relation to Shipper and Carrier."

Rudolph Geberth, of the Phoenix Assurance Co., of New York City, was next on the program. Mr. Geberth gave a brief outline of his company's insurance policy for goods in vans in transit.

In discussing the motor truck question, B. G. Miller, of Miller's North Broad Storage Co., of Philadelphia,

Pa., stated that a three-ton van is too small for a 700 cubic foot body as the weight of the body must be considered.

Another question brought up was that of dampness in a new concrete building, and it was stated that a warehouse should be kept closed as much as possible its first season, as warm weather will make it sweat.

The banquet took place soon after the close of the business meeting, and in every way, it was an exceptionally good banquet. A feature of the entertainment was that there were no speakers. Every one present was privileged to tell a story and three prizes were awarded for the three best stories. Mr. Gilbert won the first prize, and F. C. Bender, of the Bekins Household Shipping Co. took second prize with a poem relating to the business. The third prize was captured by W. M. LeMoyné, of the Park Storage Co. of Chicago, whose story was "I thought Bowes (of the Judson Freight Forwarding Co.) was kidding when he asked me to tell a story."

After the banquet the party embarked on the special train to return to Chicago, where the train arrived the next morning. In Chicago the party split up into three sections, one going to the warehouses on the south side, one to those on the north and the other to those on the west. The north bound sight-seeing car was preceded by George Turner, of Denver in a touring car with an electric calliope and attracted quite a bit of attention as it rolled up through Chicago's streets, with the calliope playing "Hail, Hail the Gang's All Here," and the occupants of the sight-seeing car singing the hymn that goes with the music.

Almost the entire party came together again at the La Salle Hotel at noon where they were entertained by Mr. Bateman at lunch at the Traffic Club. After lunch an expedition was made to the Soo Terminal Warehouse and from there the party went through the Chicago Freight Tunnel. D. V. Murdoch, of the Murdoch Storage & Transfer Co. of Pittsburgh, characterized the Chicago Freight Tunnel as "Half a day's work for any full-grown Pittsburgh rat." Upon the return from the tunnel trip, the party disbanded, many of them to meet again that evening at the Green Mill Gardens on the North Shore, where Charles E. Barnes, general manager for the Fort Dearborn Fireproof Storage Co. of Chicago, entertained at dinner.

Upon the day preceding the convention—June 24—Messrs. Bateman and Taylor, of the Transcontinental Freight Co. entertained about twenty-five of the members at a lunch at the Traffic Club at the Hotel La Salle, in Chicago, and in the evening of the same day, the Chicago members entertained the visitors at a dinner and dance at the La Salle roof garden, about seventy-five being present.

Effect of Cummins Amendment on Household Goods Shipments.

The following paper on the effect of the Cummins Amendment on shipments of household goods was read

at the outing of the Illinois Furniture Warehousemen's Association at Lake Harbor, Mich., last month by D. Bowes, general manager for the Judson Freight Forwarding Co.:

There is naturally considerable difficulty in discussing a rule or law when the author of it evidently had no practical knowledge of the matter affected thereby.

As I understand it, however, the purpose of this discussion is not that of interpreting the Cummins Amendment, but to determine, if possible, what our obligations and responsibilities are under the best interpretations that are available at the present time.

The best construction of the Cummins Act is doubtless that of the Interstate Commerce Commission which, though not entirely clear or conclusive, does practically authorize the continuance of different freight rates on different valuations of the same commodity.

On household goods, for instance, there is still one rate for declared value not exceeding \$10 per hundred pounds, and a higher rate for goods declared to be of a greater value.

It is not entirely clear, however, that the shipper is privileged to declare the lower valuation for the purpose of getting the benefit of the lower freight rate even though he might be willing to take the risk of the minimum amount of recovery in case of loss or damage.

Nor is it quite clear what the carriers are permitted or required to demand in the way of setting up the charges on a shipment of an apparently higher value than that declared by the shipper.

Without in any way indicating that there should be any limit to the scope of the discussion I venture to suggest the following as pertinent points for consideration:

First:—What is the nature of a warehouseman's responsibility in making a shipment for a customer?

Second:—Will a warehouseman be safe in declaring valuation as not exceeding \$10 on the strength of similar declaration by the owner?

Third:—What means should be adopted by warehousemen to obtain declarations of value from owners of goods and in what form?

Fourth:—Would it be safe and proper for a warehouseman to arrange for transmit insurance for a sum exceeding \$10 per hundred pounds on a shipment forwarded at the rate provided for a minimum valuation of \$10 per hundred?

Fifth:—Would it be safe and proper for a warehouseman to forward a shipment on order of owner at the lowest freight rate when the warehouseman has knowledge that the goods were covered by insurance while in warehouse for an amount greater than \$10 per hundred pounds.

Sixth:—Will the new law have a tendency to restrict shipping and thus reduce the amount of packing, teaming and storing household goods.

Van Owner's Right To Hold Goods for Charges

The following paper by Charles S. Wightman, Jr., of the Penn Storage & Van Co., of Philadelphia, on the subject "Our Right to Hold Goods on Removals When Payment of Charges Has Been Refused," was read at the June meeting of the Illinois Furniture Warehousemen's Association, by C. A. Aspinwall, of the Security Storage Co. of Washington, D. C., Mr. Wightman being unable to be present. The subject is an important one and deserves the attention of every one who moves household goods. Mr. Wightman's paper follows in full:

To those of us engaged in the removal of household effects, not connected with storage, this is a very important matter. Fortunately only a small percentage of our custom give us any concern in this respect. However there seems to be a growing disposition on the part of the public to question this right and it may be well to try and find out what our position is. When the phone rings and our man says "the customer refuses to pay the bill, what shall I do." The answer in most cases is "bring the goods to the warehouse." In giving these instructions, how many of us know just what legal right we have to take this action? A matter of long established custom together with the old adage "that possession is nine-tenths of the law," has made us, as well as the public, think that we did have this right.

As a matter of actual fact, few of us, comparatively speaking, have been legally given this right. For years we have assumed that we had and "bluffed it," so to speak, and the public seldom called the bluff. Occasionally some particularly exasperated customer has consulted a lawyer. The lawyer not looking into the question very thoroughly, has advised, "pay your bill and get your goods, if you have cause for a suit, take action later." In this way the bluff has been upheld and in a measure become an unwritten law. To the best of the writer's information the states of California, Georgia, Louisiana and Minnesota are the only states having legislation bearing directly on this subject.

In California under the provisions of Section 3051 of the Civil Code, "persons engaged in the carriage of goods have a lien on the goods for services rendered, dependent on possession."

In Georgia under the Civil Code, Section 3360 we find, "all carriers have a lien on the goods transported or stock placed in their care which should be superior to all liens."

The 12th Georgia Report 565 adds, "the carrier has a lien upon the goods for his charges and may detain them for payment."

In Louisiana the Civil Code No. 3217-3224-3225-3265 in summing up states, "the carrier who has in his possession the property of another and has been obliged to incur expenses has the right to retain till paid."

The State of Minnesota has a statute, being Chapter 328 of the law of 1905, amended by Chapter 114 of the laws of 1907. "Whoever at the request of the owner or lawful possessor of any personal property shall store or care for same or contribute in any way the modes mentioned in the next section, to its preservation or care shall have a lien upon such property, etc."

Section 2—"Such lien and right of detainer shall exist for transporting property from one place to another as common carrier or otherwise."

In the State of Michigan, although we cannot quote any exact law, we have in "Edwards on Bailments" on Michigan Supreme Court decisions, No. 677 "Where a carrier is obliged to perform work on goods, he has a lien until such charges are paid."

In the State of Massachusetts the following might be construed to cover the situation, "A carrier of goods consigned to a person has a lien upon the whole for the lawful freight and charges on every part, etc."

The process to recover under these lines, are more or less alike, with the exception of California, in which we find the following:

"Delivery must be completed (nothing held) and if payment is refused, the carrier has the right to bring action to recover. See *Martland vs. Bekins Van & Storage Co.*, San Francisco, Cal. Appl. Decisions June, 1912."

As far as we have been able to learn the cities of Chicago, Detroit and New York, are the only cities having local ordinances governing the public carman or mover. Warehousemen in several cities give instances where suits have been successfully brought sustaining this right, but admit that as far as they know, there is no state or local law covering the question. The only general law which gives a lien on the property of others for charges such as ours, is that of the common carrier.

The generally-accepted definition of a common carrier as "any one who holds himself out to the public as ready to undertake for hire or reward, the transportation of goods from place to place of any person and so invites the custom of the public, is in the estimation of the law a common carrier."

The generally-accepted definition of a private carrier is "any one who undertakes to carry particular goods for hire and do not hold themselves out to the public generally and reserve to themselves the right to reject any person who choose to hire them is a private carrier, and is said to have no lien for charges, unless they specially reserve the right to have a lien by express agreement." Although we are all independent as to what work we shall accept or reject, from the

(Continued on Page 29.)

The Warehouseman, Shipper and the Carrier

The following paper on the above subject was read before the meeting of the Illinois Furniture Warehousemen's Association at Lake Harbor, Mich., by C. A. Aspinwall, its author. Mr. Aspinwall is vice president of the Security Storage Co., of Washington, D. C. His paper follows:

In the development of the business of the household goods warehouseman, the packing and forwarding of shipments of household effects has come to be a large factor and a source often of much trouble and ill feeling. It is therefore worth while to give thought to the duty and responsibility of the warehouseman, both to the shipper and the carrier, in his function as packer and forwarding agent, and as the deliverer of incoming shipments.

Most of the troubles and disputes that arise over shipments can be traced to two causes:

(1) Misunderstanding on the part of the warehouseman or owner, or both, of the degree of responsibility for loss or damage attaching to the several parties to the transaction; i. e., the owner, or shipper, the warehouseman, the carrier and the delivering agent.

(2) Desire of one or the other of the parties to shirk his share of responsibility when known.

Duties of Warehousemen.

Let us first consider what are the duties and responsibilities of the warehouseman in his function as packer and shipping agent. I assume it to be his duty:

1—To furnish to customers, packers who are competent and experienced workers in their trade, whose honesty is unimpeached and who are not unfitted to do their work properly when put on a customer's work, by reason of fatigue or intemperance.

2—To know in what particular way different articles should and may be packed for varying kinds and distances of transportation.

3—To know how to ship: conditions of bills of lading, routes and rates.

His responsibility in case of loss or damage consequent upon his failure in any of the particulars of his duty where the shipment is left entirely to his will, it is believed, be only limited by any contractual agreement he may have entered into with his customer. If, however, he shall have notified his customer of optional methods of packing or shipping and have received from his customer definite instructions, his responsibility will then be limited to the correct execution of such instructions.

Most of the shipping warehouseman's difficulties arise from his duties Numbers 1 and 2. No. 2 in particular produces many claims and much dissatisfaction.

How can it be determined if a piece of furniture is properly packed? Who shall determine if the method of packing adopted was adequate for the method and distance of transportation? There are as yet no standards.

Still some points are fairly well established among expert packers, and to serve as a beginning and a suggestion for future enlargements by those qualified to add to the list, a few are here set down. Might it not be helpful if a competent committee of this and perhaps other associations of warehousemen, were to adopt a list of accepted rules of packing, send these out to warehousemen and invite suggested additions to the list, which before adoption should be approved by the entire committee?

China, glass and bric-a-brac should be well bedded in excelsior and packed in barrels preferably, or cases; books, clocks, musical instruments, pictures and ornaments not of glass or porcelain should be packed in boxes; sewing machines, glass cabinets, china closets, inlaid or heavily carved furniture, furniture with slender, projecting parts, furniture having glass or marble parts attached, and mirrors and marbles should be crated or boxed.

Importance of Bracings.

All furniture to be crated or boxed should be first padded with excelsior pads and the entire surface of inlaid, antique, veneered, highly polished or carved furniture should be wrapped with heavy paper.

Crating or boxing should be so close as to prevent movement of the piece of furniture within the crate or box. Braces should be applied to prevent the weight of the piece from resting on arms, legs or other projecting parts. All pads should be securely tied in place. Heavy pictures should be screwed to braces and the braces secured to the box so as to prevent movement.

Hair or other good quality mattresses and oriental or other valuable rugs or carpets, should be wrapped in heavy paper and sewed in burlap or equivalent material. Oriental rugs for trans-continental or very long shipments, should be boxed and strap ironed.

Let it be understood that this is but a suggestion of how the standard rules of packing should be formulated.

Other Factors in Packing.

There is, however, and will be for a long time, much ground where the packer must use his own judgment or receive instructions from the owner, whether to box, crate, burlap or pad and wrap. He must consider the length of the trip, whether carload or less than carload, rail or water, number of transfers en route and the kind of wagon haul at destination. More and more as the business of household goods warehousemen grows and their reputations increase, the customers expect them to know about all these things and rely on their judgment and experience. It may require more thorough packing for a 50-mile, rail trip and a 5-mile wagon haul in the country on farm wagons, than for a 500-mile rail trip to a city where smooth pavements and expert handling will be found at destination. Again, the length

of the journey is not so important as the number of freight yards in which the freight trains will be broken up.

The customer is, of course, inclined to judge by results, whether or not the packer's judgment as to kind of packing required and the packer's workmanship were good or bad. If a piece is damaged, the kind or the quality of the packing he considers faulty. And the warehouseman who packs and ships, and the other who delivers and unpacks, are not always doing all they can to educate the customer to a more correct method of pronouncing judgment.

The two horns of the warehouseman's dilemma in this connection are well known to all of us. Pack everything so as to insure safe travel, increase the cost, be damned, perhaps, as a robber, or in competition lose the job; decrease the packing, decrease your profits and encounter the risk of probable breakage, with consequent dissatisfaction and loss of reputation. A partial solution of this difficulty lies in a thorough advance explanation to your customer, and in submitting estimates specifying definitely how each article is to be packed.

Customer's Ignorance Results in Misunderstanding.

When a warehouseman states in submitting an estimate, that he will pack goods for shipment to X, he may mean that he will pack the goods so as to satisfy the requirements of the railroad only, but the customer generally understands him to mean that he will pack the goods so that, barring accidents, they will carry safely. In submitting a proposal in this way a warehouseman should, and I believe must, assume a higher degree of responsibility than if he definitely specified how he proposed to pack. It is generally known to warehousemen, but not to the customer, that the railroad will take carload shipments with practically no packing, and less than carload shipments with only little more. Having accepted shipments for transportation, the carrier is of course, liable up to the limitation of his contract or bill of lading for loss or damage occurring en route, whether carload or less than carload shipment.

It is, however, not expedient for warehousemen to advise a customer to ship goods with no more packing than called for by the rules of the carrier, nor to do so except upon order of the owner and after advising him of the risk.

Explanations to Customers Needed.

It should be borne in mind that customers are generally inexperienced in shipping. Pains should be taken therefore to explain to them the extent of the carrier's liability and just how this liability may be enforced if loss or damage occurs.

The suggestion is here made that if brief but explicit instructions of the precise steps to be taken on discovery of loss or damage at destination were printed and attached to the bill of lading or sent with the shipping documents, it would save many claims and unfair criticism of warehousemen.

Possibly these instructions might take form something like the following:

If any of the goods contained in this shipment are missing or damaged on reaching destination, note the exact facts in signing for the shipment. If the damages are of a concealed nature, telephone the freight agent as soon as the damage is discovered and ask that an inspector be sent to see the conditions, and confirm this telephone request by letter.

Insures Validity of Claim.

This is the necessary preliminary to filing a claim, and unless this is done, no valid claim rests against either the carrier or the packer and shipper. Then proceed to have the damages repaired or an estimate made of costs of repairs, preferably following any suggestion the freight agent may make in this regard. Then file your claim by letter, addressed to the freight agent of the delivering carrier, enclosing (1) paid freight bill, (2) Repair bills or estimate, and (3) original bill of lading if this has not been surrendered.

The claim may be followed up by letters, telephone or personal calls if there is delay in acting on it, but reasonable time should be allowed for investigation and report by the railroads' Claim Department. Should the Claim Department find, or allege that the damage arose from fault of packing, it is incumbent on it to establish beyond doubt, this fact, so that the owner may have the necessary evidence with which to warrant a claim against the packer of the goods.

Would such a form as this, accompanying a bill of lading, involve the warehousemen in greater risk than the present, much used poster disclaiming all liability after the shipment has been delivered to the railroad? It might possibly subject the warehouseman to more claims than now are filed with him on account of damages to shipments, but isn't there a stronger probability that it would bring fewer claims and those more reasonable?

Our company has used for some years, a form even broader than the one suggested, with no appreciable increase in the number of claims filed.

But certainly it would instruct and protect the customer more fully than at present and imbue him with greater respect for the modern household goods warehouseman. When Brown ships a customer's goods to Smith's town and the customer has a lot of damages which, through ignorance or carelessness, or inertia somewhere along the line, he can't recover, he is humanly apt to feel sore at the railroads perhaps, or the warehouseman, or both. That is likely to make it hard for Smith when the customer has the next occasion to move.

Should File Claims for Customers.

There is perhaps among warehousemen, some ignorance and a good deal of inertia regarding prosecuting claims of customers for damages.

Consignees are inclined more and more to look to

the delivering warehousemen to file claims for them against the carrier for any damage. Isn't it rather our duty to stand ready to perform this service for customers, particularly when shipments have been consigned in our care by the shipping warehouseman, or we have been recommended by him? The customer regards us then as part of a system and something more than an ordinary expressman. The essential points about filing claims have already been outlined.

Carload Losses Not So Easily Proved.

It is important to remember that railroads are liable for loss or damage in car load as well as in less than car load shipments, but there is more difficulty in proving the claim.

What are the duties of the warehousemen acting as delivering agent, either for the owner or for a fellow warehouseman? He is charged with the duty of checking bills of lading, and shipping lists and noting losses or damages in signing for the shipment. If he fails in this and cannot subsequently prove, indisputably, that the loss or damage did exist when he received the shipment, the liability rests on him, either because the loss or damage actually occurred while the goods were in his care or because his negligence stops the owner from collecting for his loss from the carrier. It would seem to be his duty also, in the event of concealed damages, to notify the carrier of this, or to advise the owner to do so.

There should be no conflict in the duty of a delivering warehouseman, as between the consignee and the shipping warehouse, but should such conflict arise, his first duty would appear to be to the one from whom he obtained his employment, whether shipper or consignee.

Delivering Warehousemen's Duties to Correspondent.

In the case of shipments forwarded by a correspondent warehouse, the delivery warehouse should go beyond the narrow range of his exact duty to deliver and unpack carefully. He should, in such case, protect and further the interests of the shipper, see that his work or his methods are not criticised in an unwarranted manner, and that claims which should be filed against the railroad are not filed against him or charged to him, to safeguard his money and his reputation, as a member (no matter how humble) of his association and of a branch of business rapidly rising to the ranks almost of a profession, a business whose good name it should be the aim of each one of us to protect and keep clean. It is particularly because of this interchange of business between warehousemen, and to protect the shipping warehouseman, that all warehousemen should know how to prepare and file claims, and that their employees should be so instructed that they will take the necessary precautions above outlined, at the freight station and consignee's house.

It is advisable, though not essential, in handling

claims for customers, to keep a special file for each claim, with record of all transactions in relation thereto, correspondence, carbon copies of letters to carriers, shipper, and consignee, memorandum of 'phone or personal messages.

A large proportion of all damages on household goods shipments forwarded by members of this association, could be collected from the carrier; and probably 75 per cent of this proportion is not so collected, but either paid by the consignee who ought not to pay a cent, or by the shipper who ought, in only a small minority of the cases, to pay any thing. The reason for this is ignorance of the consignees as to the proper way to go about making a claim, and general feeling that the carriers will not pay unless forced to, and the same ignorance on the part of some warehousemen and their unwillingness and lack of system for taking care of the few steps necessary, and sometimes from the too frequent carelessness of their own employes in neglecting to note or report damages found on receiving a shipment.

May I interject right here the caution that the warehouseman should never make for himself or for customers, claims against the carrier that he believes to be unjust. Lawyers may demonstrate to their satisfaction, the propriety of taking cases lacking in justice, but we are not lawyers, and we file claims for carriers not as lawyers, but as agents, and it should be the aim of warehousemen to deal fairly with the railroads and try to see that his customers do the same.

From the Customers' Viewpoint.

Taking the points of view of the customer of the modern responsible warehouseman, when he has ordered his goods packed and shipped, it would seem reasonable to assume that, unless he distinctly orders less packing than the warehouseman advises, he should bear no more risk of loss or damage than (1) ordinary wear and tear, and (2) uninsured loss or damage en route in excess of the carrier's legal liability according to the form of bill of lading agreed upon, and (3) loss or damage from causes beyond the control of warehousemen, carrier or delivering agent; as, for instance, from lightning, flood, war or insurrection, strikes etc. These risks the owner assumes or he insures them, but all other risks should be divided between the warehouseman, carrier and delivering agent.

This, I believe, represents the point of view of the reasonable, intelligent customer who is dealing with a high class warehouseman. Many customers, of course, expect the warehouseman to assume some of the risks properly pertaining to the owner of the goods, but on the other hand, is it not true that warehousemen frequently display an unwillingness to relieve the customer of loss which he should not bear? A considerable volume of his business comes to him because of his responsibility, his high standing, his broad experience and wide connection with other goods warehousemen. If one or more of his best packers, known to his

customers as such, should set up in business for themselves as packers and shippers, still many of those same customers would, in preference, entrust their packing and shipping to him and his unknown workmen. Why? Because they believe him to be a responsible, high grade business man in a matter requiring special knowledge and long experience, will be better safeguarded and in case of loss they will be better treated.

In Line With the "Golden Rule."

If this is granted, then is it not right, but "good business" also for the warehouseman who ships and the warehouseman who delivers, to co-operate closely in protecting the customer, and in case of loss or damage, to see that he recovers what he is properly entitled to from one of the three parties to the transaction, namely the shipper, the carrier and the deliverer?

In my judgement the warehouseman who packs should, up to the limit of his liability of \$50 on any piece, hold himself responsible for any loss due to fault of packing or materials supplied by him, and not attempt to disclaim all responsibility after the shipment has been delivered to the carrier.

His disclaimer cannot really relieve him of liability if the loss can clearly be proven to have resulted from faulty packing and a frank acceptance of his liability, and even a little more, will raise him several notches in the estimation of the man that pays all his bills—the customer. And if it costs him a few more dollars a year in cheerfully paid claims, some of which he is certain are unreasonable, he will get it back like bread cast upon the waters—cake with frosting on it.

The absolute, rock bottom truth of this proposition is born in on me, not only by the many times that we have practiced it, but even more by the occasional lapses from grace when, because of the peculiar unreasonableness of the customer or his claim, we have "stood on our rights" and later traced loss of business to our fancied rectitude from the influence of even a far distant but dissatisfied customer.

A Plea for Increased Care.

Do not mistake my meaning in this as an advocacy of submitting to blackmail or every unreasonable demand of an unreasonable customer. It is rather a plea for increased care in the negotiations with the customer preliminary to shipping, so that he is advised what option he has in packing and shipping and definitely agrees as to the method employed; and also what are the liabilities of warehousemen, carrier and deliverer. And that in the dealings with the customer at the termination of shipment, we take just as much pains to see him relieved of loss which he should not bear and the burden of recovering for such loss from shipper, carrier or deliverer.

To this latter end I would urge that warehousemen should more generally than at present, stand ready to assist the consignees in collecting claims against carriers; that they should file and follow up such just claims for consignees when requested, charging a small

fee for such service to cover clerical expense if desired; that they should communicate with consignees when losses or damages are reported on shipments, offering their service in this connection, to the end that the corresponding warehouseman and his customer both be protected and for the good reputation of our honorable business generally.

Instructive Ruling on Stamp Tax.

The Commissioner of Internal Revenue issued a ruling on May 9, 1915, as an interpretation of the War Stamp Act, requiring all movements of freight within the limits of the city or place, to be covered by tax stamped receipts. To this ruling certain exceptions were made. In the list of exceptions among the circumstances under which the stamp tax would not be required, was the following:

"The movement of packages and freight under contract covering any period whereby for a lump sum or an amount measured by the number or weight of packages transported, one party contracts to deliver all of the packages which the other party may have for delivery generally or in a certain neighborhood during the period."

Because of the differences of opinion between the local officers administering the law, the carriers and the shippers by whom the stamp tax would have to be applied, as to this exception and in order that a clearer understanding might be reached, the matters involved were taken up by the New York Merchants' Association through its Traffic Bureau, with the Commissioner of Internal Revenue, at Washington, for a more definite interpretation as to the meaning of the exception.

The matter was submitted in the form of a series of questions, to which the Department replied on June 9. The questions and answers were as follows:

Question.—A local express company issued no receipts and claims it is not subject to the emergency revenue law. The shipper, however, is of the view that his shipments are subject to the law.

Answer.—Stamp tax cannot be avoided by the expedient of not issuing receipts for shipments. The Act of October 22, 1914, provides that in case of shipments falling within its provisions some form of bill of lading or similar receipt must be issued, so that an express company which does business of a class and in a manner to require the use of tax stamps is bound to issue some form of receipt to which such stamps can be attached by shippers.

Question.—A shipper has a contract with a car man who for many years has done their trucking and gets all their business. Payment is made monthly, based on a schedule of prices graded according to number of cases, which has been in force for years. This car man also does trucking for other concerns.

Answer.—If a contract exists whereby a shipper has all of his trucking done by one "carman" or express company, payment being made monthly "based on a

schedule of prices graded according to number of cases," no tax stamp will be required. The fact that the "carman" also does hauling for other concerns does not affect this question.

Question.—Another shipper utilizes a forwarding company to deliver all of their packages by wagon at an agreed price per piece, the same forwarder receiving all of their business of that nature.

Answer.—If a shipper utilizes one forwarding company to deliver all of his packages by wagon at an agreed price per piece, and a contract or agreement exists between them to that effect, no tax stamp need be used.

Question.—Another shipper asks if they should put a one-cent stamp on each shipment of express packages carried within the limits of Greater New York by a common carrier to whom they pay a uniform charge per package, exclusive of any weights.

Answer.—The mere fact that an express company agrees to haul packages at a certain price irrespective of weight is not sufficient to obviate the necessity of using tax stamps. If, however, it is also agreed that the same concern is to handle all of the packages or all of a certain kind of packages which the shipper has for delivery, no tax stamps will be required.

Receipts Must be Issued.

The following is an extract from Treasury Department Ruling Number 2059 with relation to the issuance of local receipts:

"* * * it is the opinion of this office that it is the duty of the railroad company to see that the stamp is duly affixed and cancelled when the bill of lading is issued and delivered to the shipper."

This ruling applies with equal force to receipts issued by local carriers.

—Prepared by the Traffic Bureau of the Merchants' Association.

Powdered Hellebore to Prevent Flies Breeding

A safe and effective weapon against the typhoid or house fly has been found in powdered hellebore by scientists of the Department of Agriculture. Flies lay their eggs chiefly in stable manure. Powdered hellebore mixed with water and sprinkled over the manure, will destroy the larvae which are hatched from the eggs. Since powdered hellebore is readily obtainable, this puts in the hands of everyone a remedy for one of the pests that has been found dangerous as well as troublesome. Powdered hellebore, however, will not kill adult flies, which must be swatted or trapped.

It has long been known that flies breed in manure, but previous methods of destroying the larvae there by the use of strong chemicals have been open to the objection that the treatment under some conditions lessened the fertilizing value of the manure or actually injured vegetation. This is not true of powdered hellebore. Government experiments have shown that the hellebore is entirely decomposed in the course of the fermentation of the manure and that even in excessive

quantities it does no harm except to the larvae it is intended to destroy. Chickens picking in manure treated with it suffer no ill effects.

One-half pound of powdered hellebore mixed with 10 gallons of water is sufficient to kill the larvae in 8 bushels, or 10 cubic feet of manure. The mixture should be sprinkled carefully over the pile, especial attention being paid to the outer edges. In most places hellebore is obtainable in 100-pound lots at a cost of 11 cents a pound. This makes the cost of the treatment a little less than seven-tenths of a cent per bushel of manure. A liberal estimate of the output of manure is two bushels a day per horse. The money involved is, therefore, trifling in comparison with the benefits to the individual and the community from the practical elimination of the disease-spreading fly.

The Little Man and His Expenses.

What does his outfit cost him? A second-hand canvas truck, harness, and a team of skates can be had for so little it would make the big warehouseman gasp; but whether he be that kind of a little man or one who invests in Donigan & Neilson van, with team and harness worthy of it, you may rely upon this: He never considers the interest on his investment in his expense column.

Neither does he consider insurance of any kind; in many cases the fittings of his van he picks up as he goes along, a quilt here and there, an unconsidered tool, a length of rope for a pint of beer; he knocks together his own piano bench and it serves him; the same with a trolley, although he must buy the rollers. If he hoists pianos he must buy his block and fall and a license and bond; judging from the cornices one sees about the city he uses his bond as a roof-board.

However, there are certain expenses he cannot get away from: stable-rent, feed, horse-shoes, harness repair, van repair, telephone.

Objection may be made that some own their stables. True—and some may grow their own feed, shoe their own horses, do all their own repairs, and graft their telephone calls from a kind neighbor, but the great majority pay for those things.

The following are the actual figures in a Little Man's business (local moving) for a year:

Stable rent	\$120.00	
Feed	223.01	
Shoes	29.50	Loads..... 263
Harness	11.22	Receipts.....\$1,057.25
Van (with tax)	21.55	Average per load..... 4.00
Telephone	49.45	
	\$454.73	

Wages paid were too involved to reckon; but from knowledge and hear-say we may concede the men got two-fifths of the receipts, or 40 cents out of every dollar earned—\$422.90. Add this to the known expenses—\$877.63. Subtract this from the gross receipts it leaves a profit of \$180.12. And no insurance, no interest on investment (which in this case must be between \$800 and \$900) and no big loss to pay for.—From "Moving."

The Motor Truck and Why

The following paper on the subject given above, read at the annual Convention of the National Team Owners' Association at Springfield, Mass., last month, was one of the most important papers listened to by the delegates. The author of the paper is Merrill C. Horine, Associate Editor of "The Commercial Vehicle," one of the principal publications in the motor truck field. Mr. Horine has made an extensive study of motor truck operation under divers conditions and in his practical experience, has gained much valuable knowledge of what the motor truck user needs in that line of vehicles and knowledge of how to use them economically.

Owing to lack of space in this issue of TRANSFER & STORAGE, it is impossible for us to give Mr. Horine's paper in full. Accordingly, it has been divided into two installments, one of which appears below, while the other will be given in our August issue, with the discussion that followed the reading of the paper:

Motor trucks are of three kinds: light delivery vehicles, from 500 pounds to 1½ tons in capacity; medium-sized trucks, from 1 ton to 2½ tons in capacity; and heavy trucks, from 3 tons to 6 tons or more. There are also tractors and trailers from 7 tons up to 30 tons in capacity.

I am informed that among you gentlemen are representatives of teaming and draying companies, warehouse and storage firms, and express and transfer concerns. All three of these classes of enterprise have made heavy investments in motor equipment; no doubt there are a large number of you here who have had experience with motor trucks in your respective lines.

You have seen motor trucks introduced. You have seen them grow in favor, and although in isolated instances you have witnessed the abandonment of motor trucks, the fact of the constantly-increasing numbers of repeat orders, especially from the larger and more successful of the transfer and storage companies, must have impressed you.

That these concerns indorse and continue to use motor trucks must have borne into your minds the impression that motor truck failures cannot have arisen wholly from the lack of reliability of commercial motor vehicles or from their inability to do hauling as cheaply as horses or mules. In other words, if you have looked around you at all, if you have analyzed your own experience candidly, you must have come to the conclusion that whether or not a motor truck is successful must depend upon how it is used.

Now for a motor truck to be used properly it must be applied to work where it is adapted, and with a proper application for a motor vehicle and a knowledge of how to use it efficiently, so as to get the most out of it for the least expenditure in the long run, it is logically essential that the right unit be chosen in the first place.

Then there must be three factors for consideration;

- 1.—What type and capacity is needed?
- 2.—What class of work can be efficiently done with motor trucks?
- 3.—What is the manner of operation which will net the greatest return for the money spent upon the vehicle and its maintenance?

These questions are not to be answered by any form of snap-judgment; they require real, earnest study, by persons qualified by knowledge and experience to make the proper analysis and recommendations. But it is not an impossible task or one requiring any greater genius than wholesome common sense. That these problems have been and are being solved is borne out strongly by the fact that in the past 2 years, two team owners' associations have changed their names to team and truck owners' associations, or similar cognomens, indicating that there were sufficient truck owners in the body to warrant it in extending its activities to consideration of motor truck as well as horse problems.

Your national organ, TRANSFER & STORAGE, has devoted a large portion of its pages to motor truck subjects, and recently, following the lead of several of the affiliated associations, has struck out the horse word, Team, from its name.

You all have very good friends and close connections amid the horse interests, and your experience has shown you, perhaps, that there are some fields in which the motor truck has not yet demonstrated its economy over animal power. I am not here to advise you gentlemen to sell all your horses to the French, English and Russian war buyers and buy motor trucks instead—if this war keeps up horseflesh will be a better investment than American Tobacco preferred—I am here to point out the respective fields of the horse and the motor truck and to urge you to confine the use of horses to fields in which they are efficient, applying motor trucks to all lines of work in which they are more efficient than horses.

I am here to warn you against the snags in the course of truck use which have mired many a promising concern because of its failure to grasp the fundamentals essential to truck success.

One premise you must grant me, namely, that the horse will eventually be practically supplanted by motor vehicles of one kind or another. You cannot avoid it, when the time comes you will not want to. You will welcome the time when the faithful horse is finally led from the traces to his last rest.

Here are the reasons:

1.—Economic conditions:—Land values are constantly rising, and it becomes increasingly expensive to raise horse-feed and to breed draft animals. "Collier's" for January 9, 1915, is authority for the statement as follows:

"The horse's average consumption of food is 10

pounds for every hour that he works, or a total of 12,000 to 14,000 pounds per year, which is the average production of 5 acres of agricultural land in the United States.

"The economic waste resulting from the feeding of 25,000,000 horses (and mules) in the United States, taking the government's estimate that one horse requires five acres of land for his up-keep, and the known fact that five acres of land devoted to food products can be made to feed five people per year, we have an acreage sufficient to feed 125,000,000 people that is now being devoted to the growing of horse feed alone."

The proportion of meat animals to the population has steadily decreased since 1850. According to Farmers' Bulletin No. 575, issued by the United States Department of Agriculture, in 1850, there was .88 cattle to one human in this country, as against .57 in 1914. This means that for every 100 people in 1850 there were 88 cattle. To-day there are but fifty-seven for every 100—naturally beef is higher. That it is not 31 per cent higher is due to more efficient methods of manufacture. Swine have decreased from 154 to every 100 people to 60 to every 100; sheep from 113 to 50. To-day there are 26 horses to every 100 people. This acreage turned over to beef, pork or mutton production would greatly reduce the cost of meat by increasing the acreage available for the raising of the animals.

2.—Economy of haulage: It is a known fact that the prices for horses are constantly rising, while those for motor trucks are getting lower every year. There is no limit to the possible production of motor vehicles, but, as above indicated, there is a very definite limit to the production of horses, and their value must increase irrespective of quantity of production. Land values have doubled in the first 14 years of this century with no territorial expansion in the United States proper. With an immigration of over a million a year, there is every reason to believe that land values will continue to increase, and as each horse depends upon five acres of land to support him, the increase in value of these acres surely will increase his cost of living.

Motor trucks are made from materials that do not increase in value very much, from year to year. All of the principal parts are made from easily-obtained materials, and the cost of production depends to a great extent upon its volume.

Mechanical improvements are reducing the cost of repair and adjustment greatly, while the increasing prevalence of horse diseases, such as glanders, azoturia and others are constantly increasing the horse's veterinary cost.

The average list price of American motor trucks of all capacities has decreased \$393.11 in 3 years since 1913, or about 12 per cent. Horses in New York State in that time have increased \$8 per head in price; in New Jersey, \$10 per head; in Pennsylvania, \$6 per head, and in Massachusetts, \$15 per head, a percentage of from 4½ to 10½ per cent; so you see motor trucks are getting

cheaper in even greater ratio, year by year, than horses are getting dearer. It is easy to see that the causes of these changes in values are fundamental and not likely to change, so that the time cannot be far distant when motor trucks will be so much cheaper than horses that you gentlemen will have to resort to gasoline fuel instead of hay in spite of yourselves.

3.—The war:—The present war is going to have a greater bearing on the horse supply of this country than is generally thought. The first four months of the war, 75,000 horses were shipped out of this country for military buyers abroad, according to the United States Bureau of Animal Industry of the Department of Agriculture, or only .3 of 1 per cent of the total we have. But this does not warrant the hasty conclusion that the horse wastage of this war will be negligible. European buyers would not come to the United States and Western Canada at all if their home supplies were not inadequate. The breeding centers of the world for draft horses are in northern France, in Normandy, and in Belgium, also in England and Scotland. The stables in Continental Europe have been burned and the horses sent to the battlefields. In England the supply of animals has been depleted, and remember, it takes 5 years to raise a horse after you have bred him—and 50 years to develop a breed from wild or mongrel stock.

Of course, we in America have a plentiful supply of high-class stallions and a goodly sprinkling of pure-bred brood mares, but no more than we need. We do not depend upon a home supply for breeding stock. Our pure-bred animals are mainly stallions, and our draft horses are principally bred from grade mares. Remember that the high quality of a draft breed must depend upon the amount of pure blood in the animals to retain the desirable features, and the amount of pure breeding that can be done depends upon the supply of pure-bred mares. We have no such supply here, and now Europe lacks it.

Horses, therefore, are not only going to be more expensive to keep and raise, but they are going to be more scarce, and worse than all this, of poorer quality than that to which we are used.

5.—Street congestion:—Unfortunately, our forefathers never dreamed that the United States would grow and prosper as it has, and yet we are forced to do business in the cities whose narrow lanes were the widest that these old sires could conceive of being necessary. Modern commerce has grown faster than our cities, and long-haul transit, railroads and steamships have developed possibilities for over-land transportation far ahead of the available means for moving it over the short hauls from thence to the marts of trade, so that the traffic problem becomes more acute daily.

Our streets are nearly all too narrow; but they cannot be widened. Our terminals are too small, too crowded and too antiquated. We can change the latter, but we cannot relocate them or make them larger. Our trains move faster and carry larger loads constantly, so do the

great ships; but the increased volume of freight thus moved has to pass through the same terminals and over the same streets as our great-grandfathers used.

If we continue to use present methods much longer, traffic will become so congested that it will be impossible for vehicles to move at all. The only remedy is either to reduce our population, and therefore the volume of our commerce, or to improve our traffic methods, so that we can move an increasing volume of freight traffic with a decreasing amount of congestion. There are but two ways in which to move a greater amount of matter through a passage of inextensible size: by moving it faster, or if it is not in fluid form, in larger units.

You gentlemen have perceived the mote in your brother railroad carrier's eye, but you have not plucked the beam from your own. You have pointed out the appalling inefficiency of our freight terminals, and evolved a means of speeding up operations with reduction of congestion. You have advised tailboard delivery and receipt of freight, simpler clerical operations, and electric industrial trucks within the freight houses instead of the slow, costly and congestion-causing hand trucks.

Turn your attention now to your own situation. You are the common carriers of the city. You are to the retail deliveryman and to the citizens of the city what the railroads are to you and the merchants who hire your service. The railroads have delayed your traffic by their inefficient methods—just as you are congesting the city streets when you operate horse vehicles where motor trucks would haul larger loads at greater speed, and at less cost, thus decreasing both the street congestion and the cost of your service.

6.—Sanitation:—I have left this reason to the last because it has no direct bearing on anybody's pocket-book, unless we consider the fact that most of our worst diseases are maladies of filth, and that the most prevalent filth, in cities at least, is horse filth; unless we take into account the enormous cost of cleaning this litter from our streets, and the toll in human life and suffering, as well as doctors' bills that result from filth diseases.

I know that these reasons will never, by themselves, cause horse owners to trade their animals for machines, but I do believe that eventually the boards of health, when it has been demonstrated that the horse is not only an evil but an unnecessary evil, will banish draft animals from our crowded cities, as they practically have done with cows and chickens.

So you see, gentlemen, that is the way it lines up when you begin to look beneath the surface of things. But do not mistake me that I look for this state of things to come to pass immediately—right after the war, as some seem to believe. It will be accelerated by the war, beyond doubt; for one thing, the fields of the world will be so much in demand to raise food for starving nations and to refill the empty graneries that the horse's full nose-bag will for some time to come be an equine dream.

What I have tried to sketch is the development of perhaps another generation, half a century, even, although with the accelerated rate of progress which we have all had cause to note, I might venture the opinion that most of us here would live to see the motor millenium.

(To be Continued in August.)

Strikes Interrupt Chicago Business.

During the last month business in Chicago has been somewhat affected by certain strikes, that of the carpenters principally, and to some extent that of the street car men. The street-car strike was of short duration, owing to the good officers of our mayor and city councilmen, and the railway men's consideration for the traveling public and their willingness to settle the matter in a business-like manner. The carpenter strike still drags on, and indirectly injures many of our members and their teamsters, who need work. Much building is being done in Chicago, but much is tied up and has been for some time. An early settlement of the whole affair is to be hoped for.

The State legislature has closed its work, and most of the dangerous bills introduced at this session received the fate they merited. Associations cannot do better than know their state representatives and senators. Each member of the association should interest himself in getting the best available men for the offices of state senator and representative. Good citizenship and good business is coming to demand of business men more and more attention to politics. Good politics is as essential to business as good government and good officials. Let all business men use every effort to place good men in our legislatures and there will be fewer dangerous bills presented. Most business is now suffering from an excess of government, municipal, state and national, and any man must be well informed and on the alert all the time to keep from breaking some law.

On June 19 the Cartage Exchange of Chicago held a special meeting for the election of officers to serve for the unexpired portions of the terms of offices made vacant by the death of Mr. Brown and the resignation of Mr. Waage. M. Martin, vice-president, was elected president; F. B. Giles was elected vice-president; and Frank Burke was elected secretary; each of these new officers receiving the unanimous vote of the organization. Mr. Martin has been acting president since the death of Mr. Brown, and the work of the organization will proceed uninterrupted.

A committee of the Exchange was invited by the city authorities to attend a test of an auto-truck fender recently. The movement toward the requirement of life-saving fenders on auto trucks is steadily progressing in Chicago and it is but a matter of time before they are required.

CARTAGE EXCHANGE OF CHICAGO.

Letters From Readers

Wants Rate Information.

Editor, TRANSFER & STORAGE:—Permit me to ask you to secure for me some information. To begin with there is not in our city a fireproof warehouse for public storage purposes; there are four or five storage warehouses in Birmingham, all of which are brick and mill construction. The fire insurance rate is practically prohibitive. I am figuring on building a fireproof warehouse provided the storage rates will justify same. I would like to get some information regarding the usual storage rates per square foot in a fireproof warehouse, also the size of rooms provided for furniture storage.

Birmingham now has a population of 165,000 and is growing rapidly. If I could secure the service of a reliable and competent storage and warehouseman who would be willing to invest some money in the proposition I could use him.

Any information you can give me pertaining to rates will be appreciated.

WITTICHEN COAL & TRANSFER CO., Birmingham, Ala.
CARL F. WITTICHEN.

The correspondent asks for rates of fireproof warehouses and size of rooms for furniture storage. This rate differs in various sections of the country from $\frac{3}{4}$ cent per cubic foot to $1\frac{1}{4}$ cent per cubic foot. Placing this on a square foot basis with a 10-inch ceiling in the clear, the price per square foot for open storage of furniture in a modern fireproof building in a town the size of Birmingham will range from $7\frac{1}{2}$ cents per square foot per month to 10 cents per square foot per month. The average price for private room storage in a town of this size with the same ceiling heights would be 10 cents per square foot per month. The prevailing rate for private room storage in most of the large cities of the United States, with the exception of Chicago and New York, is one cent per cubic foot.

The size of fireproof rooms for furniture storage differs in various sections of the country. For instance, in the north, in cities of 100 and over, considerable of the furniture storage business comes from flat buildings, the majority of which are five and six room flats. Rooms in apartments of this kind are naturally small, making large furniture prohibitive. However, in the south the warehouseman must always bear in mind that a considerable amount of his storage will come from old residences with large rooms and that in this district a considerable amount of very large furniture, such as, sideboards, cupboards, dressers, canopy beds, etc., will be encountered. This class of furniture is cumbersome, and naturally takes up considerable space. Therefore, larger rooms are required, and particular attention must be given to the proper width of rooms to accommodate this furniture.

In designing private rooms for furniture storage it is the usual custom to take 100 loads as they come to the warehouse. Then estimate as closely as possible the number of cubic feet in each load, and average the rooms accordingly. The accepted rule in a great many sections of the country is to base the design of the rooms on these estimates, and where the prevailing size of rooms is one and two-van loads, design the rooms for one, one and a half, two, and two and one-half van loads. Where the average van load is 200 cubic feet, the van load room would be 50 square feet.

We do not believe that you should have any trouble in interesting capital in your project in your own home town, providing your plan of operation is well formulated, showing the net and the possible dividends this proposition would pay.

TRANSFER & STORAGE,
CHARLES S. MOORES.

Horseshoeing and the Care of the Feet.

Editor, TRANSFER & STORAGE:—No such subject has been more threshed out, it is safe to say, than the care and shoeing of the horse's feet. Books have been written on it, by the greatest veterinary professors known, papers have been read on it before interested bodies of men, and articles have been published continuously on it in the leading trade papers devoted to the horse owners' interests.

But it is a great question whether we have attained even a fraction of the result which the labors of these men who devoted their whole lives to the welfare of this most useful animal, tried to impart to us.

It may be that our minds get confused from the continual discussion and the innumerable conditions horse owners have to contend with, and a destructive carelessness, on the subject impedes our good judgment.

We should, therefore, confine ourselves to plain facts which the mind could assimilate easily, and retain indefinitely, as it is surely of enough interest and importance to us to do so.

As a practical basis for this article I will confine myself to what causes our greatest troubles. They are two-fold and may be condensed in two words:

"Natural" and "Artificial."

Nature has given a horse his foot, which, while he is young and running in pasture, is, as a general rule, healthy and sound. Gradually, however, as years go by it becomes subject to ills and disease, with hard work over city streets and hard country roads, and here is where the "artificial" end of this discussion comes in.

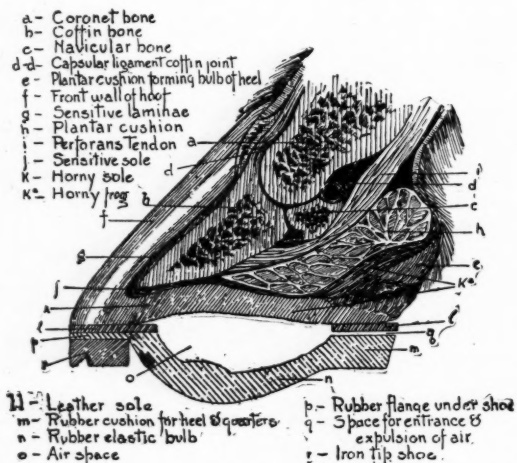
The horse taken away from its meadow pasture is put to work on modern, artificially made streets and roads—unfortunately these streets and roads are not

built for his accommodation, but on the contrary it seems every provision is put into their construction to eliminate him entirely, until to-day the horse owner is at his wits' end, as to how he should have his horse shod to meet such conditions and in return get the best efficiency from his labor.

While the foot of the horse is sound, that is an easy matter, as there are numerous rubber shoes and rubber pads on the market which can be attached thereto in the usual manner to prevent slipping and breaking concussion, but here is where the greatest mistake is made by the horse owner.

He is under the impression that because he has a sound, young horse that the cheapest rubber pad or shoe, if any, will do him, and the "penny wise and pound foolish" system goes into use, with the usual result.

Later on comes the beautiful matured animal as sound as a dollar, from his fetlocks up, but when you look at his feet you will see all the diseases which the foot is heir to, such as corns, sidebones, dropsole, quarter crack, and others too numerous to mention. I will try to show you a few rough sketches of what I mean, but first will show you a scientific cut of the interior construction of a horse's foot with rubber pad attached:



Carefully study this most delicate structure and get a firm conviction in your mind of the wonder, that such a composition of bones, joints and ligaments could ever stand the strain and weight that they have to bear—think for a moment how is it possible to keep them as nature intended, and if you do you may be able to avoid the diseases which are shown by the following cuts:

Quarter crack in nine cases out of ten, is caused by a weak construction of the foot.

The horn of the foot is sound and strong with the exception of the quarter where it is thin and weak.

The usual iron shoe with toe and heel is used, and the seating of the foot is solid against it, with the exception of the quarter, where there is not enough of horn to come down to it.

The bearing and strain being at the toe and heel,

the natural expansion of the foot has no support at this weak point, as the outer shell is thin and cannot stand the strain—therefore it is only a short time until the inside expansion will split the outer shell—and there you have your quarter crack.

Sidebones, and I might include ringbones are known to occur from breeding, as when the father or mother has them, the progeny when matured in years is liable also to get them.

It, however, very often happens that they are caused by an accident which causes a bony growth around the coronet joint, in the case of ringbone, and on the side of same in the case of sidebones. Uneven bearing in shoeing where the old fashioned iron shoe with toe and heel is constantly used is known to eventually cause the latter. If this ruinous blemish is not treated vigorously when it first appears, the ultimate result will be a permanent cripple.

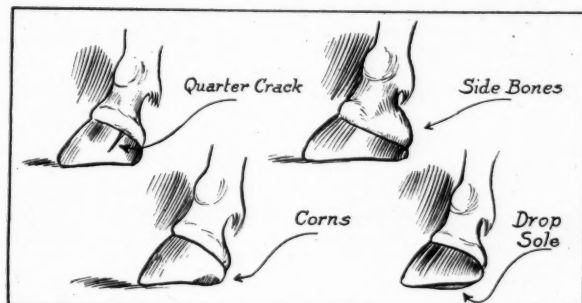
It may be interesting to know that corns have appeared on the feet of horses that have never been shod. To explain this it is necessary to state that the coffin bone has two fibrous wings which grow along both sides of the frog. Those wings are known to extend their growth right back to the heel where they come in contact with a harder substance in the outer horn at that point, they then follow the sensitive, and eventually the insensitive sole in their growth until they come in contact with outside pressure which causes a blood blister and this eventually bursting on the inside causes maturation—resulting in what are called natural corns.

We are all familiar with corns caused by bad shoeing, but with the adoption of rubber pads and rubber shoes, this should be a thing of the past.

As a general rule drop sole disease is caused by carelessness on the part of the driver who works his horse to exhaustion, gets him overheated and then allows him to stand without any protection or care. The result is, fever sets in, in the chest, his blood pressure raises and rushes to his feet where it is temporarily stopped by the sole, but not for long as the strain is too great—and the pressure of blood demands more expansion, and the outcome is it bulges the sole of the foot downward, taking all the inside structure with it, with the unfortunate result that it never again can be brought back to its natural and original form. We are all aware of the value of a horse with a dropped sole foot, therefore, it is a waste of time and space to discuss it, only to say—why is it that such stupidity is allowed, when by proper care the destruction of a valuable animal could be avoided, and the pain and misery which the poor brute must endure during the rest of his life would have never occurred?

It is well at any time to bring such matters as these before us, for the reason that a part if not the whole of what I have stated occurs at present as much as it did in the past.

All of this in the face of the higher value of horses, and the scarcity of suitable ones at that, should turn our



attention more and more to the care of their feet.

Horse owners should make themselves conversant with all the up-to-date improvements in horses' footwear, and make practical tests for their own benefit, voiding the cheap trash that is put before them for such use, and demanding the best, even though the first cost is higher, as you may be sure the latter is the cheaper in the long run.

"Efficiency is the keynote of success," and if your horses are properly shod to meet the artificial conditions of our streets and roads, there is not a mechanical device on earth that can show you more money in return for your investment.

BOHEMIAN.

New York City.

A Warning to Associations.

Editor, TRANSFER & STORAGE:—I noticed in the June Number of your valuable paper on page 20, an article giving a list of prices for packing material to be charged to customers and stating that the Uniform Methods Committee of the New York Furniture Warehousemen's Association, had made up a list of prices to be charged by the members for packing material.

I am not familiar with the New York Anti-Trust Law, but in view of the fact that many states have adopted a statute prohibiting the formation of combinations or agreements to charge the same price for material furnished, or sold by members of their association, and that such lists have uniformly been held in violation of the statute prohibiting the formation of trusts and monopolies, it seems to me a word of caution is very desirable to all the associations of similar nature, existing in states which have such laws.

The question has come up in Minnesota in our association and we have not deemed it safe or lawful to adopt any series of uniform prices for materials furnished in packing or in the nature of packing supplies. The state of Michigan has held the members of the Plumber's Association, criminally liable, for agreeing to charge certain definite prices for material furnished in the way of plumbing supplies.

I have no question that such an agreement is in direct violation of the United States Anti-Trust law and wherever the members are doing an Inter State

Commerce might lay them liable to prosecution. I suggest these matters as a caution to the various associations.

MINNEAPOLIS DRAYMEN'S ASSOCIATION,
WM. BABCOCK, Secretary.

Not a Rate Agreement.

Editor, TRANSFER & STORAGE:—Regarding the report of the Uniform Methods Committee of the New York Furniture Warehousemen's Association referred to in Mr. Babcock's letter, this was merely the views of the Committee as to what should be charged for the various kinds of packing material. The report was presented with a view to arousing discussion on the subject, with a view to educating members in making a fair charge for the packing material they furnish.

As you are doubtless aware, the packing, cartage and storage business is in rather a demoralized condition in New York at present. Such is the anxiety of some warehousemen and movers to get business that they do not seem to consider what the work and material is costing. It will be a long time before the members of the association, I fear, will agree on anything like uniformity in charges and practice. It is a matter of slow education. Of course if we can get the brethren to agree to conform to a uniformity of practice, this would tend toward a uniformity of rate.

There are warehousemen in New York who believe that we can only secure uniformity through the assistance of a public service commission, and the publishing of rates of charge, as is ordered by such commissions. I believe the majority of warehousemen, however, are opposed to such supervision and I look forward to a very interesting discussion on this subject at the Summer Outing of this Association at New London on Monday, July 12. The Committee has secured an expert on the subject of public utilities commissions and their operation, and he is familiar with what has been done by various large corporations to conform to the regulations of these bodies and the experiences they have had in meeting necessary regulations. It is understood that this gentleman will give an address of about 20 minutes on the subject, and is prepared to answer any questions that may be presented.

You and Mr. Babcock may rest assured that it is not the purpose of the members of the New York Furniture Warehousemen's Association to violate any anti-trust law by establishing a uniform rate of charge. It is the desire of the members, however, to do away with ruinous competition and substitute intelligent co-operation.

NEW YORK FURNITURE WAREHOUSEMEN'S ASSOCIATION.

WALTER C. REID, President.

Since writing the above, I have had an opportunity to consult the minutes of the meeting and the report states:

"Chairman Wood: I would like to say that I do not imagine the Association could do more than recommend

that the members adopt these prices, and I do not imagine that all, or even most of them, would follow that recommendation, but sort of thing is good largely on account of its educational benefit. We do not know it all, any one of us, and the more we discuss these matters and bring out the ideas of the various members, why, the better understanding we will have of what we should charge for work, and what it costs us to do that work.

There is a word that has been in the newspapers a lot lately and which should be impressed on the minds of all of us, and that is, "Efficiency." We hear it everywhere, and I want to tell you there is not much efficiency that I can find in everyday talking with people, we ought to have it. It is absolutely necessary that we be efficient in our business today. In fact, success is almost impossible without it. With all the new rules and regulations and the extra taxes, etc., we have to run our business on the edge, and we cannot do that unless we are efficient, unless we know what it costs us to do things and make a charge accordingly, so that we have a fair margin. When you hire a man and he does not do his work properly you discharge him, but many a manager or owner of a business does not discharge himself when he ought to. There are a large number of us managing businesses today who are inefficient for the reason that we do not know the inside of the business, and this is the only way to get at it. None of us can do it as well alone as if we get together and study it in detail. For the past couple of years I think this association has made considerable progress towards learning its own business."

W. C. R.

C. B. D.

Labor is cash the world over; moving is all labor; then why not cash?

There is a reasonable doubt in the minds of a great many warehousemen as to their rights in demanding payment before delivery. They say the question has never been satisfactorily settled. All right; that being the case, why not give yourself the benefit of the doubt and "get the money?"

No moving man will admit he doesn't get it. No siree! And before the doors are opened at that. But it is safe to say that there is not one in the business who is not at this very moment carrying uncollectable accounts for moving jobs, on his books.

In the absence of "proof positive" to the contrary, in the mind of the writer there is absolutely no reason for this condition to exist. You have every right under the sun, by written and un-written law, to collect your money on each and every job and the man who allows himself to be beaten out of it deserves no sympathy.

In some cities the manner of collecting such charges is governed by city ordinance, such ordinance always giving the mover the right to collect before delivery. For instance, a van, having been loaded, may draw up across the street from the new residence, or stop at

any point along the street except at the curb directly in front of the house and demand payment; should it stop at the curb directly in front of the house, the customer may refuse payment until the load is off. In case of dispute, all hands to the nearest police station for settlement.

Where there is no special law covering the case, the van-man usually acts on the "possession" principle and demands his money before delivery; others request it as soon as the van is loaded and ready to start, while a few take chances and wait until the van is unloaded. The latter case however is seldom practiced by the "boss," but rather by a susceptible foreman or driver who is awed by a flashily-dressed and loud-speaking individual or allows himself to be "salved" into waiting until the load is off and then, "I've mislaid my check-book."

The New Jersey Warehouse Receipts Act, which is similar to that of most all the States, clearly defines the warehousemen's rights as to goods on storage. The warehouseman's lien is acquired the moment he receives the goods and relinquished when he surrenders possession of them. This should also cover moving.

On a common law principle there is no reason why a van owner should not C. B. D. (collect before delivery) as one of our Western friends says. When you book an order to remove a vanload of furniture from one house to another, provide a van and team and hire men to do the work, have you any positive assurance that you will actually be allowed to do the work? Are you sure the customer will be waiting for the van when it arrives? No. The order may be cancelled at any moment or they may not even take the trouble to cancel it, but clear out and let your van back up to an empty flat. That is their privilege. The mover must pocket his loss with absolutely no chance of recovering, unless he has taken a deposit, which is not customary. The thing is all one-sided.

Why then should the van owner be obliged to take all the chances? He takes the chance of having the orders cancelled and remaining idle when he might have booked others; he takes the chances of loss or breakage; but he should not take any chances on collecting. As to his rights in the matter, in the absence of a specific law covering the case, we hold he has an unquestionable right to demand payment before unloading. The customer is a total stranger and has no account nor credit with the mover. He simply hires you to move his furniture at a certain rate. You show good faith by carefully loading and driving to the new house. There is no possible doubt but that you intend to complete the work by delivering the goods into the house. On the other hand there is always a reasonable doubt about the bill. A customer will find all kinds of excuses for holding up payment and if he refuses to pay until the load is off he should be charged for the time consumed in expounding to him the philosophy of the movingman.—From the "Tailboard Load."

New Regulations To Meet Cummins Amendment

The Cummins amendment to the Act to Regulate Commerce, prohibiting carriers from limiting their liability, became effective June 2.

Many widely varying opinions have been advanced as to the effect of this amendment and as to what will be the lawful rates to be applied. The Commission was urged to express its views and a hearing was held at which representatives of shippers and carriers presented their suggestions. The Commission in rendering its report stated that owing to the limited time available, its views were expressed tentatively. They may be summarized briefly as follows:

1.—The purpose of the law is to invalidate all limitations of carriers' liability for loss, damage, or injury to property transported caused by the initial carrier or by another carrier to which it may be delivered, or which may participate in transporting it.

2.—There is nothing in the expressed terms of this Act or in the history of this legislation that shows any intent or purpose on the part of Congress to affect in any degree the existing rates charged by carriers for transporting property. The legislation is aimed at specified contracts and declares them to be unlawful. The lawful rates on file at this time, therefore, are the rates provided for the limited liability. The Cummins amendment, by making contracts limiting liability for loss caused by carriers unlawful, does not destroy these rates, but they remain in effect and are lawfully applicable.

3.—Carriers may provide in their tariffs and rate schedules that loss, damage or injury to the property transported which is caused by them may be limited to the full value of the property as of the time and place of shipment.

4.—The carriers are not prohibited from making different rates dependent upon the value of different grades of a given commodity. When rates are lawfully based upon declared values the difference in rates should no more than fairly and reasonably represent the added insurance.

5.—The transportation of baggage is a part of the contract for transportation of the passenger. All ordinary personal or sample baggage is hidden from view by boxing, wrapping or other means, and the amended law seems clearly to recognize the carriers' right to fix conditions and terms applicable to the transportation of baggage dependent upon the value as declared by the person offering the baggage for transportation.

The Commission then states that revision of the bills of lading is manifestly necessary as well as other similar contracts of carriage and certain parts of the carriers' classifications and rate schedules. Permission to make the changes, effective on June 2, provide no such

amendment increases any rate or charge for services.

The carriers by freight have announced the following changes in the Uniform Bill of Lading in use in Official and Western Classification Territory:

"Section 3 of the conditions contained in the Uniform Bill of Lading is amended so as to read as follows:

"Section 3.—No carrier is bound to transport said property by any particular train or vessel, or in time for any particular market, or otherwise than with reasonable despatch, unless by specific agreement endorsed hereon. Every carrier shall have the right in case of physical necessity to forward said property by any railroad or route between the point of shipment and the point of destination; but if such diversion shall be from a rail to a water route the liability of the carrier shall be the same as though the entire carriage were by rail."

"The amount of any loss or damage for which any carrier is liable shall be computed on the basis of the value of the property at the place and time of shipment under this bill of lading."

"Except in cases where the loss, damage, or injury complained of is due to delay or damage while being loaded or unloaded, or damaged in transit by carelessness or negligence, claims must be made in writing to the carrier at the point of delivery or at the point of origin within four months after delivery of the property, or, in case of failure to make delivery, then within four months after a reasonable time for delivery has elapsed. Suits for recovery of claims for loss or damage, notice of which is not required, and which are not made in writing to the carrier within four months as above specified, shall be instituted only within two years after delivery of the property, or, in case of failure to make delivery, then within two years after a reasonable time for delivery has elapsed. No claims not in suit will be paid after the lapse of two years as above, unless made in writing to the carrier within four months as above specified."

"Any carrier or party liable on account of loss of or damage to any of said property shall have the full benefit of any insurance that may have been effected upon or on account of said property so far as this shall not avoid the policies or contracts of insurance."

As it was impractical for carriers and shippers to print new forms containing the Revised Section 3, provision has been made for the use of the present forms by the endorsement of the following clause, either by rubber stamp or in writing, across Section 3 of the old form:

Where Official Classification applies:

"Section 3 is amended by Supplement No. 18 to Of-

ficial Classification No. 42 effective June 2, 1915, and reissues thereof."

Where Western Classification applies: "Section 3 is amended by Supplement No. 6 to Western Classification No. 53 effective June 2, 1915, and reissues thereof."

The carriers by freight subject to the Southern Classification, where the Standard Bill of Lading is in use have made the following announcement:

"All rates governed by this Classification (Southern) apply only on property shipped subject to the conditions of the carriers' Bill of Lading in use on and after June 3, 1915, and except as otherwise provided herein, all interstate rates in force June 2, 1915, will continue in force on and after June 3, 1915, disregarding provisions in Tariffs, Classification and Exception sheets which limit the liability of carriers."

In continuing the use of the standard form, the following clause should be endorsed, either by rubber stamp or in writing, across the face of the bill of lading:

"The terms and conditions of this bill with respect to Interstate shipments are subject to the provisions of the 'Act to Regulate Commerce' and the amendments thereto including the so-called 'Cummins Amendment' and are effective only so far as not inconsistent with such provisions."

Transportation of baggage is subject to the act. Under the old rule, unless a greater sum was declared by the passenger and charges paid for increased valuation at time of delivery to carrier, the value of baggage, up to and including the allowance of 150 pounds for an adult passenger, was agreed to be not more than \$100, and the value of baggage of a weight exceeding 150 pounds was agreed to be not more than 66⅔ cents per pound.

When the passenger declared a value greater than \$100 for 150 pounds or, in the case of excess weight, a value greater than 66⅔ cents per pound, an additional charge at the rate of 10 cents for each \$100 or fraction thereof was provided.

Under the new regulation, the baggage allowance of 150 pounds is based upon a value of not exceeding \$100 for each adult passenger, and for excess weight the baggage will be entitled to an additional value allowance of 66⅔ cents for each pound of excess weight on which charges are paid. The regulation also provides that the shipper of baggage must, at the time of delivery to the carrier, declare in writing the value thereof on a form prescribed by the checking carrier. If the shipper declines to state the value of the baggage on the form prescribed, it will not be accepted in baggage service. When the shipper declares a greater value than \$100 for the 150 pounds allowance, or than 66⅔ cents per pound for each pound of excess weight, there will be an additional charge at the rate of 10 cents for each \$100 or fraction thereof above such maximum values. When excess value is declared on baggage consisting of more than one piece, the value must be placed and charges collected on each piece of the baggage.

The difficulty of declaring the value of baggage at the time of checking, and the great annoyance that will be visited upon the traveling public under the regulations growing out of the Cummins Amendment must be recognized by all concerned. It does not now appear that the unexpected developments in connection with this legislation can be remedied except by Congress or by assumption on the part of the carriers of full liability, regardless of value, for loss, damage or delay due to their negligence.

—Prepared by the Traffic Bureau of the New York Merchants' Association.

American Warehousemen's Association Annual Meeting.

In accordance with the wishes of the majority, as expressed in the referendum upon the question of the place for holding the next annual convention, the board of directors of the American Warehousemen's Association has decided in favor of New York City as meeting the wishes of the larger part of the membership.

As previously announced in the Bulletin, the sentiment was so overwhelmingly in favor of the present date for holding the convention (the first Wednesday in December) that this date was continued without further consideration of the matter.

The Hotel Astor has been recommended by some of the board as a most suitable place, both as to facilities and service for holding the convention, but no arrangement has been concluded and therefore definite announcement as to the hotel will be made later.

Warehouses to Come Under Act.

All firms and individuals operating storage warehouses or warehouses in connection with mercantile establishments in Washington State, are placed under the workingmen's compensation act in a resolution adopted by the state industrial insurance commission, according to word from Olympia.

This move considerably enlarges the scope of the commission's activities and follows closely on the resolution to place teamsters and haulers of heavy freight and retail lumber and fuel yards under the compensation act.

The warehousemen are placed in class 21, in the resolution of the commission, which requires the employers to contribute to the accident fund at the rate of 2 per cent. The lumber and fuel companies, as well as employers of teamsters for transfer companies and other dangerous teaming work, will also be required to pay into the accident fund at the rate of 2 per cent.—Bulletin American Warehousemen's Association.

The Dallas Transfer Co., of Dallas, Texas, has been elected to membership in the American Warehousemen's Association. This concern is a corporation employing a capital stock of \$200,000.

Attempt To Raise Freight Charges Is Opposed

J. C. Lincoln, manager of the Traffic Bureau of the New York Merchants' Association, has submitted to the Interstate Commerce Commission, a brief for the protestants in the matter of lighterage and storage regulations in New York City.

The trunk line carriers serving New York harbor filed with the Commission tariffs making advances in rates and charges, and changes in rules, regulations and practices, which would have the effect of increasing the compensation paid to the carriers for the transportation and receipt or delivery of property received at, or forwarded from, New York harbor points, from or to destinations in the United States. They proposed to make these tariffs effective on January 1, 1915.

The Merchants' Association and other petitioners, because of the widespread effect of the changes proposed, involving nearly every shipper and receiver of freight in New York City and unduly increasing transportation costs in the handling of freight, asked the Commission to suspend the proposed tariffs for the purpose of a hearing. In accordance with this request, the Commission suspended the tariffs until May 1, 1915, and ordered a hearing which took place in April in the rooms of this association. In this hearing, which occupied several days, Mr. Lincoln handled the case on behalf of New York shippers and receivers of freight in opposition to the proposed changes.

The brief which has been submitted to the Commission contains a statement of the effect of the proposed changes, of the grounds for objection to them, an analysis of the testimony of the witnesses called, and a summary of the reasons why the proposed increases should not be allowed. Mr. Lincoln pointed out in his brief that the physical situation of the city differs from that of any other shipping point in the United States and that therefore the regulations applying to it should not be made merely for the purpose of obtaining uniformity with regulations applying elsewhere, but should be based upon reason and a proper consideration of public requirements.

The broad considerations which should be applied to the situation here are outlined in the brief as follows:

"1.—Duty of carrier to furnish terminal facilities.

"The inadequacy of the carriers' terminal facilities upon Manhattan Island has been given in great detail, and has been fully substantiated by testimony on the part of the actual receivers of freight. Not a material change in the terminal facilities on Manhattan Island in 25 years.

"Suggestion by counsel of carriers that New York merchants secure side tracks in Jersey, and do their business by ferry and teams from Jersey shore is not responsive to the requirements of the law that carriers shall provide reasonable facilities for transportation at

points where it seeks to engage in the business of a common carrier.

"The plea of the railroads that they cannot acquire facilities at New York, does not justify the imposition of undue burdens upon shippers and receivers. It is the business of the carriers to provide adequate terminal facilities' (25 I. C. C., 228).

"2.—Duty of carrier in making delivery of property to place same at an accessible place.

"The carriers by their tariffs provide for rates for the transportation of property from point of shipment to the point of destination, where delivery is to be made to the consignee, and at New York these tariffs provide, in the case of carload shipments, that the rates will be applied to public or private piers in New York Harbor, which rate have always included the delivery of the freight upon the pier or bulkhead where it is made accessible to the consignee for removal to his place of business.

"The tender of property on a lighter, barge, or carfloat, is not a legal delivery.

"Carrier where water service is involved must place freight on pier or bulkhead at a place where consignee can have access to it for inspection and removal.

"3.—Locations acquired and investments made should not be impaired by action of carriers who by long established custom have contributed thereto.

"There are many private and public piers in New York Harbor which are at or nearer to the factory or warehouse of shipper or consignee than carriers' pier stations, and many years ago the practice of lighterage freight to or from these special piers was inaugurated.

"Having through many years continued this practice and thereby contributed to the location of industries, and the acquiring by shippers of private receiving and shipping facilities in the upbuilding of our commerce, the purpose of which locations and investments was to secure the lighterage services, it would now be unjust and unreasonable to assess an additional charge in connection with such service unless clearly unlawful.

"4.—Public convenience and necessity should be conserved.

"By reason of the peculiar conditions surrounding the receiving and shipping of freight at New York, and the great inconvenience to which the shipping public is placed, due consideration should be given by the carriers to these conditions.

"The carriers should not be permitted to make their rules and regulations merely to suit their own interest, but must have regard for the interests of these who have occasion to make use of their services. The just claims of the public must be made subordinate to their own interests that justice may be done.

"A common carrier occupies the position of a public utility for the interchange of our commerce between

the different sections of the country, and it is its duty to facilitate and encourage this commerce, and not to hamper same by restrictive rules and regulations placing undue burdens thereon.

"5.—Accessorial or supplemental service.

"As the business of the country developed was made more apparent the lack of terminal facilities on the part of the carriers to care for the commerce of the country. The custom has grown up under which the shippers and consignee constructed side tracks or acquired the use of piers for the more prompt and convenient method of receiving and shipping freight—these side tracks were constructed or the piers acquired at the expense of the shipper, and are also maintained at their expense.

"These facilities have been recognized as a necessary part of carriers' terminal facilities and the rates have been made applicable to and from these facilities.

"The so-called private track, private and public piers are the facilities the carriers were saved the expense of furnishing, and which cannot now be furnished in the larger cities without great expense, if at all.

"The fact probably is, that if the shippers had not furnished these facilities industry would have been shackled in a shameful manner.

"Respondents have failed to show that the proposed rates, rules and regulations are reasonable, as required by the statute.

"The evidence presented in this case clearly shows that the proposed changes would result in material increase to the shipper or receiver in transportation costs, and the exaction of unreasonable regulations—that if permitted to go into effect the carriers would not be properly responding to their duties as common carriers.

"In the face of the record in the case the burden of proof placed upon the carriers by the Act to Regulate Commerce has not been met, and therefore the proposed rates, rules and regulations should not be permitted to go into effect."

The Interstate Commerce Commission has ordered a further suspension of the proposed tariffs until October 1.

Montreal Limits Motor Trucks.

A by-law regulating heavy traffic without springs was passed by the Montreal, Que., city council recently which provides that the traffic of motor trucks and vehicles not on springs, used for the conveyance of heavy burdens, whether the same be loaded or empty, is prohibited on University street. Such prohibition, however, shall not apply to such motor trucks or vehicles used for the different municipal services required in said street, to motor trucks or vehicles conveying heavy burdens which are deposited at or removed from any place on the said street. Motor trucks used for the conveyance of effects, goods or materials, whether loaded or empty, shall not be driven in the streets of the city at a greater speed than 4 miles an hour.

There is no exemption either for city-owned trucks nor is there any provision in the central clause for exempting those with springs, as is believed was originally intended. It is pointed out that it is practically impossible to keep motor vehicles to a 4-mile-an-hour rate, and that if the by-law were enforced it would mean the disappearance of this class of vehicle. As the by-law is framed, the delivery trucks used by the big stores would also come under the ban and operations would practically be impossible. There is little doubt that the by-law will be amended shortly by the city council.

Sets Precedent Against Thieves.

A precedent which will have a strong deterrent effect upon truck robberies was secured in the conviction of Michael Kuntsky, alias Michael Kraft, a truck driver who was sentenced by Justice Malone of the Court of General Sessions, in New York City, on June 15, to not less than 3 years, nor more than 5 years in State prison. Hitherto it has been necessary to discover the stolen goods or to obtain corroborative evidence of the theft, but Kuntsky was convicted practically upon his own statement.

He was employed as a truck driver for Christopher Koster, carman, who for many years has done trucking for the firm of Metcalf Brothers & Co., 45 East Seventeenth street. He was ordered on October 27, 1913, to drive to Pier 14, North river, and load seven cases of cloth, valued at \$6,800. He was directed to deliver six of the cases to various customers of Metcalf Brothers & Co., in the city.

Kuntsky obtained the goods, but failed to deliver them or to return the seventh case to Metcalf Brothers. He disappeared from the city, and the apparent theft was placed in the hands of the Detective Bureau of the Police Department, which assigned Detective Frank O'Brien to the case.

As the property had not been recovered by the middle of November, the firm of Metcalf Brothers & Co., which is a member of the New York Merchants' Association, asked the assistance of the association. Former Police Inspector Felix O'Neill, who is regularly employed by the association, under the direction of its committee on city conditions, to investigate such complaints, was directed to take the matter up. Inspector O'Neill went to Inspector Faurot of the detective bureau who instructed Detective O'Brien to work with him.

At the instance of Inspector O'Neil an indictment was obtained against the missing driver and a bench warrant was issued for his arrest. A careful and thorough search of the city failed to reveal Kuntsky's hiding place, but by watching the mails he was finally located in Los Angeles, California, where he was arrested and brought back to New York.

Van Owners' Right to Hold Goods for Charges.

(Continued from Page 12)

above definitions, there seems room for argument as to which class we belong.

In the case of *Loyd vs. Haugh & Keenan Storage Co.* Pennsylvania Supreme Court 1909, Justice Stewart upheld the decision of the lower court that the defendant was a common carrier. However in the course of his remarks regarding their notices to the public said, "these advertisements speak for themselves and unquestionably establish the fact, independent of anything else in the case that the defendant does hold itself out to the public as engaged in the moving of household goods, thereby inviting employment along that line." Then he goes on to say, "none of these advertisements contain a suggestion of limited liability, or that the company will render such service, only as it may select its patrons." This plainly intimates that had they used the same statements on their literature, that they did after the decision, (denying that they are common carriers and that they reserve the right to accept or refuse any order for transportation or moving of goods) it might have had an effect on the decision.

A recent case in the Philadelphia courts is of interest, in the case of the Commonwealth vs. Harry Shepherd, December Term, 1914. The defendant was indicted and convicted by a jury for larceny by bailee. The evidence showed that the defendant who is engaged in the storing and moving of household effects and that he holds himself out to the public generally as engaged in the moving business for hire. In March he agreed with a customer to haul an auto van load of furniture to Haddonfield, N. J. (there was some dispute as to whether he had agreed to haul all, defendant claiming he had quoted price over phone for one van load and did not see the goods). On the arrival of van (which did not take quite all the goods) the customer contrary to agreement was not on hand. Whereupon the driver secured access to the house from the real estate agent and made delivery of all but a few pieces, which he returned to warehouse of defendant till payment of carriage price was paid.

In December, on appeal for a new trial being refused, he was sentenced to undergo imprisonment for 3 months in the county prison and pay the costs of prosecution. His attorney immediately appealed to the Superior court. On December 30 the judge reconsidered sentence and defendant was sentenced to pay a fine of \$100.

At the trial, the judge in his charge to the jury said "the defendant took these goods under contract to deliver them at Haddonfield and he did not deliver all of them. Under these circumstances, in the judgment of this court, he had no right to detain them, and while the jury may find a verdict for or against the

defendant, as it pleases, as a matter of law, I say to you, he had no right to keep them, and under the law he would be guilty of larceny by bailee."

In his appeal from the decision, for a new trial, his attorney had cited the case of *Loyd vs. Haugh & Keenan* as his authority that the defendant was a common carrier. Both the judge and district attorney however, refused to even consider this decision. By the action of remitting sentence and imposing fine of \$100 we are inclined to think the judge felt he was a little hasty in his first decision. The warehousemen of the city have joined together in the employment of additional council to assist in this appeal, which we expect will take place at the October term.

The A-B-C Fireproof Warehouse Co. of Kansas City, Mo., recently had a similar experience, in the case of *Campbell vs. A-B-C Storage & Van Co.*, Kansas City Court of Appeal, March term, 1915.

In presenting their case, they did so from the standpoint of being common carriers and not being common carriers, thinking the decision might be broad enough to give a common law lien either way. From the citations quoted in support of their being common carriers, it is difficult for the mind of the layman to arrive at any other conclusion. However, the judge did not think so and the case was remanded so that both parties be permitted, if they so desire, to introduce evidence pro and con on the question of whether the defendant is a common carrier or not.

From the cases referred to it is very evident, that with the exception of the states and cities before mentioned, legislation is needed to establish our right to hold goods for charges. In the absence of a law the only way to fully protect ourselves, is to use a written contract with every order for removal.

Some of us do a contract or estimate which states our liability, rate agreed upon and terms of payment. In some cases we get written acceptances, in others only verbal. Authorities state that verbal acceptances are legal, but in many cases it would be most difficult to prove acceptance. In the busy season, prices are quoted, orders taken over the phone, for work to be done almost immediately. It is impossible to get our contract into the hands of the customer in the ordinary way. It has been suggested that this contingency might be covered by a short contract embodied in the call order presented to the customer for his signature at the time the work is commenced. This does not seem altogether practical, yet it is the same condition the public accepts from express and railroad companies at the time they receive goods for transportation.

E. W. Irwin, of the Erie, Pa., Storage & Carting Co., informs us that a temporary Draymen's Association has been organized in Erie with twenty-two members. An organization meeting will be held soon with about fifty prospective members present. The business of most of these men is freight cartage.

The Team Owners Operating Cost

At the request of Secretary Gabrylewitz, of the National Team Owners' Association, H. T. Lay, Managing Editor of *TRANSFER & STORAGE*, prepared the following paper on the subject of the cost of operating a teaming business, to be read at the National's convention at Springfield, Mass. Owing to the fact that the dates of the Illinois Furniture Warehousemen's Convention and the National Team Owners' Convention conflicted, Mr. Lay could not be present at Springfield to read his paper himself. The paper, which follows in full with the discussion, was read by W. D. Leet, General Manager of *TRANSFER & STORAGE*:

In any business, nothing is more important than the costs of conducting the business. With the merchant, whose wares may vary in price, but whose invoices show their cost, the question is comparatively simple. It is more the question of where to buy and when to buy that makes the merchant's business a success than the question of how much he should sell for. The merchant's other expenses are not so variable; usually his greatest expense problem is his delivery system.

Take the question of printers. Up to a few years ago, printers did not have the slightest idea of costs. Anyone who could get together a little money for machinery and a little extra for pay roll to keep him going until he got fairly started could go into the printing business and could draw his nearest competitor's trade by cutting prices. Sometimes he succeeded, sometimes he did not—usually he did not. Then the printers of the country got together and formed a national organization. They began to consider the question of costs. They got their costs down on paper and studied them, then they began to systematize and now they have reached the point where they can cut their costs down to a minimum.

And there, at the beginning of the story almost, is the moral. Before you know your costs you do not know where you can cut to save unnecessary expense. You do not know what item looms unnecessarily large or what item can be entirely eliminated. That's one consideration, but the main consideration is: How do you know how much to charge for your service until you know how much those services are costing you? When you go to buy a suit of clothes you pay a certain amount for it. Did the material cost as much as you paid for the suit?

You know that it did not. Then where does the difference come in? Is it all profit to the retailer who sells you that suit? The retailer buys the suit from a wholesaler, and the retailer knows from the wholesaler invoices, just what that suit cost him, delivered into his store. But does he add 10 per cent for profit and sell the suit at that price? No, if he is a wise merchant—and it is the wise merchants that get along in the world—he figures just how much it costs him to handle that suit

through his store from the time it comes into the back door in a box to the time it goes out the front door on your back. He figures his rent, his electric light bill and his other expenses, not the least of which is advertising—what he has expended to get you to come and buy that suit. Then he adds 10 per cent to that figure for his profit.

The team owner is not in the same category as the manufacturer nor as the printer. The team owner's cost question is a harder one to solve, but it is safe to say that if the team owners knew their costs there would be fewer mushroom companies entering the field, fewer cases of price cutting and fewer failures. A great many teamowners know their costs approximately. That is not what is needed. There are items that are here today and gone to-morrow, variable items that mount up when they are not watched.

First in importance in analyzing your costs is the segregating of the different factors that make up the expense. There are salaries to be paid, rent to be paid, wages to be paid. These three items would vary but little from month to month under normal conditions. With feed bills, veterinary bills, telephone bills, light bills it is different. These are variable items. Fixing the amount to be allowed for depreciation of stock is usually the hardest question that the team owner has to face. It requires years of experience in the business before anyone can adjust this satisfactorily. Depreciation differs in different stables and in different localities and under different conditions. The transferman whose horses live in a stable that is not as well kept as it might be and is unsanitary, will suffer more through the loss of his stock by sickness and death than the man whose stable conditions are the reverse. The transferman whose horses must climb hills all day long should have a higher rate of depreciation than the man whose horses work over level ground. Years of observation of the average number of horses lost each year and their value is essential before the rate of depreciation can be properly fixed.

The question of salaries is another peculiar one among team owners. Too many team owners do not realize that they are working for themselves. If you were working for a firm or corporation you would get a salary according to your worth to the firm or corporation. But the people that you work for are not in business to provide a living for you. They will hire you at the lowest possible rate and will keep you down as long as they can, and usually if they can get a cheaper man to do your work and do it as well as you they will let you go. In other words they must make a profit and part of that profit comes off your labor.

Such is the impression among a great many people to whom such a system is unjust and whose only recourse is to get into business for themselves. Once in

business for themselves, they start paying themselves just the same as though they were working for the other party. They draw enough to live on each week—to save expenses. Then they cut rates to get more business, work longer hours and endure more sleepless nights than would have been necessary with the firm that they formerly worked for. Yet the bank balance does not always accumulate.

Why would such a person go into business for himself, where he would have more troubles and not as much remuneration? It is theoretically wrong and sober consideration will convince that it is practically wrong. The man who does it figures his own salary into the expense account, if he figures at all, as low as he can possibly get it and when he estimates his costs and sets his prices, he computes that salary figure as his profit. He does not always realize that the getting away from the drudgery of working for some one else is not the real reason why he entered business for himself. He loses sight of the fact that he went into business for himself to make for his own uses, the profit that his employers had formerly been making from his labor. Consequently he does not figure his own living expenses and add 10 per cent profit or more than 10 per cent profit to that. He simply figures his living expenses.

In estimating the cost of doing business, after the factors that make up the cost have been analyzed, the interest on the investment, etc., and the other enumerated above, some form system should be devised so that an itemized and classified report of the expenses each month may come from the bookkeeping department to the manager's desk so that the manager may examine closely, each month, the expenses for the preceding month and make comparisons. Thus the flaws will be found and can be remedied.

Several months ago, Thomas F. McCarthy, of New York City, wrote to TRANSFER & STORAGE requesting figures on the cost of keeping and operating horses. An earnest endeavor was made by TRANSFER & STORAGE to get some such figures for Mr. McCarthy for the good of the trade in general. It was

like picking doughnuts off a stone wall. There were simply none to be had. Accordingly, TRANSFER & STORAGE reprinted from its issue of May, 1914, in its January, 1915, issue, a set of figures contributed by R. M. Andrews, of the Andrews Fireproof Storage Co., of Cleveland, in hopes that a discussion would be started and the team owners not directly approached by TRANSFER & STORAGE on this question would come to the front with figures. T. M. Pratt, manager of the Chase Transfer Co., of Portland, Me., was the only one out of the thousands of progressive readers of TRANSFER & STORAGE who sent in such figures.

The figures sent to TRANSFER & STORAGE by Mr. Andrews cover the cost of one team and one wagon for one month, based on the operation of 20 teams from one place. The figures follow:

Wages of driver	\$ 65.00
General expense	4.25
Insurance	1.50
Taxes	1.50
Telephone	1.00
Depreciation, 20 per cent on value of \$1,100	18.33
Interest on investment at 6 per cent	5.50
Shoeing	6.00
Veterinary and drugs	1.00
Feed	25.00
Office and stable expense as salaries and use of office	10.00
Total	\$142.08

According to the wage scale of some cities, Mr. Andrews figures for the wages of the driver would be high unless they include part of the time of a helper on the wagon. Just what comes under "General expense" Mr. Andrews did not state, but it is presumed that wagon repairs, etc., may be listed under that heading. Office and stable expense, the last item, seems low at first glance.

The figures volunteered by Mr. Pratt, of the Chase Transfer Co., were published in the February, 1915, number of TRANSFER & STORAGE. Mr. Chase's letter contains a good bit of interesting matter so I reproduce the entire letter below:

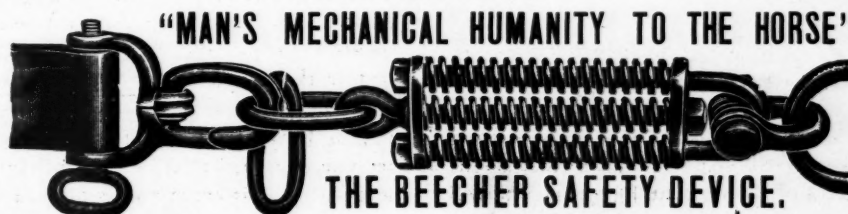
Editor, TRANSFER & STORAGE:—We have

(To Be Continued in August)

Beecher Draft Spring Co,

New Haven, Conn.

Write for Catalogue.



CONVENIENT, DURABLE,
PRACTICAL.

Manufacturers of Open Link, Rope Traces, and Lap Loop

Transfer, Warehouse and Storage Companies' Directory

ATLANTA, GA.

Morrow Transfer & Storage Company,

STORAGE AND HAULING.

Members of A. W. A. and N. Y. F. W. A.
26 West Alabama Street.

Cathcart

Transfer & Storage Co.,

Moves, Stores, Packs, Ships
Household Goods Exclusively

Office and Warehouse

6-8 Madison Ave.

BOSTON, MASS.

"WE MOVE EVERYTHING"

R. S. Brine Transportation Co.

43 India Street.

Trucking, Forwarding and Rigging.

BROOKLYN, N. Y.

PIONEER

FIREPROOF STORAGE

WAREHOUSES

GEO. H. SHEPHARD,

General Manager.

GEO. F. SHEPHARD,

Traffic Manager.

37 to 52 Flatbush Avenue.

Storage for Household Effects, Automobiles, etc. Packing and Shipping to all parts of the World. Rug and Carpet Cleaning. Motor and Horse-Drawn Vans. Fire and Thief-Proof Vaults for Valuables.

News From Everywhere Briefly Told.

Duquesne Warehouse Co. of Pittsburgh announces the establishment of its new warehouse at the new Federal Street Freight Station of the Pennsylvania railroad in the Steel City, the offices of the company being at Sandusky and North Canal streets. The warehouse is of modern brick, steel and concrete construction.

Terminal Warehouse Co., of Little Rock, Ark., has filed a notice of increase of capital stock from \$75,000 to \$100,000.

Federal Warehouse Co., has broken ground for the first unit in its buildings at Oak and Adams streets in Peoria, Ill. The building is to be of re-inforced concrete construction, seven stories in height with a ground area of 100x166 feet. The intention is to eventually erect a second unit of the same dimensions on adjoining property.

Fort Worth Warehouse & Transfer Co., of Fort Worth, Tex., is building an additional warehouse at Dagget avenue and South Calhoun street. It will be of re-inforced concrete, brick and tile construction, 50x142 feet, three stories in height and will cost about \$30,000.

West Coast Warehouse Co., is putting up a warehouse at Nogales, Ariz., on a plot of ground 75x326 feet.

J. M. Whitford has opened a warehouse at Great Falls, Mont., on the tracks of the Great Northern Railroad. The building contains 25,000 square feet of space.

Broadway Storage Warehouse, 3243 Broadway, New York City, and the Merchants Transfer & Storage Co., of Washington, D. C., have been elected to membership in the New York Furniture Warehousemen's Association; Bay State Storage & Warehouse Co., of Springfield, Mass., has also been elected to membership in the association.

Kennicott-Patterson Transfer Co., of Denver has purchased the Denver Moving & Transfer Co.

Knox Motors Associates of Springfield, Mass., has issued a new catalogue describing and illustrating the new Knox model four-wheel tractor for heavy hauling.

Excelsior Wrapper Co., of Grand Rapids, Mich., has established a branch warehouse at Lacock and Hope streets, Northside, Pittsburgh, Pa., under the

BUFFALO, N. Y.

The Buffalo Storage & Carting Company.

Unsurpassed Facilities for Storing, Handling, Transferring and Forwarding Goods.

O. J. Glenn & Son

Everything in the Line of Moving, Carting, Packing, Storage.

Office, 47 W. Swan Street.
Buffalo, N. Y.

Niagara Carting Company

223 Chamber of Commerce.

GENERAL CARTAGE & STORAGE

Transferring Car Loads a Specialty.

CANTON, O.

Cummins Storage Company

310 East Ninth Street.

**STORAGE, DRAYING, PACKING AND
FREIGHT HANDLING A SPECIALTY**

Unsurpassed Facilities for Handling Pool Cars

CHICAGO, ILL.

Bekins Household Shipping Co.

Reduced Rates on

Household Goods, Automobiles and Machinery.

General Office, 38 So. Dearborn St. Chicago.
New York, 290 Broadway; Boston, 437 Old South Building; Buffalo, 675 Ellicott Square;

Trans Continental Freight Co.

Forwarders of Household Goods, Machinery and Automobiles.

Reduced Freight Rates to and from all principal points west.

General Office, 293 South Dearborn Street,
New York Office, 29 Broadway.
Boston Office, 1004 Old South Building.

CLEVELAND, OHIO.

"The NEAL"

7208-16 Euclid Avenue, Cleveland, O.
Modern Fireproof Buildings

Service Complete

Carload Consignments Solicited.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

THE

**LINCOLN FIREPROOF
STORAGE CO.**

5700 EUCLID AVENUE.

5 MODERN WAREHOUSES.

15 AUTOMOBILE MOVING VANS.

Service and Satisfaction Guaranteed
Cleveland, Ohio.**DENVER, COL.****THE WEICKER
TRANSFER AND STORAGE CO.**

Office 1017 Seventeenth Street.

New Fireproof Warehouse on Track
1447 to 51 Wynkoop Street.Storage of Merchandise and Household Goods.
Distribution of Car Lots a Specialty.**DETROIT, MICH.****Riverside Storage & Cartage
Company**

51 CASS STREET.

DES MOINES, IA.**Merchants Transfer & Storage
Company**

WAREHOUSEMEN AND FORWARDERS

General Office - - - - - Union Station

EL PASO, TEX.**WESTERN TRANSFER
& STORAGE COMPANY**

515 SAN FRANCISCO ST.

Forwarders and Distributors—Trucking of all
kinds—Distribution cars a specialty.
Warehouse on Track**ERIE, PA.****The Erie Storage & Carting
Company**Packers of Planes and Household Goods.
Storage, Carting and Parcel Delivery.

Warehouse Siding, switching to all lines

FORT WAYNE, IND.**Brown Trucking Company
MOVING, CARTING, STORAGE
AND DISTRIBUTING**

125 West Columbia Street.

name of the Excelsior Supply Co. At this point comprehensive stocks of Excelsior Packing Pads will be carried at all times. S. M. Kulp is in charge.

Long Distance Van Committee of the New York Owners' Association has gotten out a new mileage book which contains about 800 cities, towns, etc., road map, miles in Greater New York and much other valuable information.

J. T. Fetherstone, street commissioner for Greater New York has communicated with Charles S. Morris president of the Van Owners' Association of Greater New York, boroughs of Manhattan and the Bronx, inquiring whether any of the members of the association will be willing to rent motor moving vans to the street department next winter to be used in snow removal. Mr. Fetherstone desires to know the type and make of such vans, the price at which they can be rented on an eight-hour shift basis with a driver, and whether or not arrangements can be made for both day and night work.

Northern Storage Co., 2108 Ismeniger street, Philadelphia, Pa., suffered slight damage by fire on June 24.

Work Horses of Washington, D. C., paraded in that city on July 5.

James W. Prasky of Keller & Co., piano movers of Pittsburgh, Pa., has invented a spark-plug tester, known as the "Royal Tester."

Terminal Warehouse Co., of New York City, is benefitted by the granting of a franchise to the Lehigh Valley railroad to construct tracks and operate trains on the surface of Thirteenth avenue, New York City, which has been known for years as "Death Avenue". The purpose of the grant is to permit the moving of cars to and from the building of the Terminal Warehouse Co.,

Hudson County Team Owners' Association of Jersey City, N. J., is demanding that the Newark turnpike be paved with granite block pavement.

Samuel H. Slick has purchased the interests of Arthur M. and John P. Russell in the Ward Hack & Transfer Co., of South Bend, Ind., and will take active management of the transfer company's business. A. M. Russell will hereafter devote all of his time to the Taggart Freight & Transfer Co.

New Jersey Warehousemen and Van Owners Association will give a shore dinner at Tappen's on Sheepshead Bay sometime late in July.

John S. Frothingham, a director in the

FORT WORTH, TEX.**Binyon Transfer & Storage
Company.**

265-7 West Fifteenth Street,

Receivers and Forwarders of Merchandise.
Furniture Stored, Packed and Moved.
Handling Pool Cars a Specialty.**HARTFORD, CONN.****The Bill Brothers Company
TRANSFER AND STORAGE**Special Facilities for Moving Machinery, Safes,
Furniture, Planos, etc. **STORAGE WARE-**
HOUSES with separate apartments for House-
hold Goods, and Railroad Siding for Carload
Shipments.**HELENA, MONT.****Benson, Carpenter & Co.
RECEIVERS & FORWARDERS**

Freight Transfer and Storage Warehouse.

HANDLING "POOL" CARS A SPECIALTY.
Trackage Facilities.**HOUSTON, TEX.****WESTHEIMER
WAREHOUSE COMPANY
STORAGE & DISTRIBUTING**

Fireproof Warehouses. Separate Locked Rooms

LEOMINSTER, MASS.**W. K. MORSE****LIGHT AND HEAVY TRUCKING
OF ALL KINDS**Office and Stables, rear 53 Mechanic Street.
Residence, 147 Whitney Street.**MANSFIELD, O.****COTTER
TRANSFER & STORAGE
Company
GENERAL HAULING & STORAGE****MILWAUKEE, WIS.****Kinsella Transfer Company
617 Clinton Street**

WE MOVE EVERYTHING.

ALL KINDS OF TEAMING

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

**THE UNION TRANSFER
COMPANY.**

Freight-Teaming, Shipping and Receiving Agents. Warehousing and Storage.

OFFICE, 107 REED STREET.
"We Deliver the Goods."

MILWAUKEE, WIS.

Office and Stables—746 North Water Street.
Phone Main, 1223.

D. J. SHEA
TEAMING.

MACHINERY, SAFE & BOILER MOVING,
Erectors of Smoke Stacks
Riggers Furnished, Etc.

MINNEAPOLIS, MINN.**Cameron
Transfer & Storage Company**

708 Hennepin Avenue,
Unsurpassed facilities for Storing, Handling,
Transferring and Forwarding Merchandise and Household Goods.
Fireproof Storage.

MONTREAL, CANADA**Meldrum Brothers, Limited**

Cartage Contractors

Established 1857

Office 32 Wellington Street.

Unexcelled facilities for the teaming of car load, steamship importations and heavy merchandise.

NEW LONDON, CONN.

**B. B. GARDNER, 18 BLACKHALL
STREET**

**PIANO AND FURNITURE
PACKER, MOVER & SHIPPER**

Safe Mover—Freight and Baggage Transfer.
STORAGE.

NEW YORK CITY.**The Meade Transfer Company**

General Freight Forwarders

Transfer Agents of the
Pennsylvania R. R. and Long Island R. R.
Main Office, P. E. R. Pier, 1 N. R.

Brooklyn Warehouse & Storage Co., died at his summer home at Bay Shore, Long Island, recently from heart disease.

James A. Cashman of Utica, N. Y., who has had 20 years experience in the trucking and storage business with the Fuller Trucking Co., and the Utica Carting Co., is now engaged in business for himself, having opened an office with J. F. Coupe, at the corner of John and Jay streets in Utica. Mr. Cashman will carry on a general trucking, storage and light delivery business and will make a specialty of moving household goods.

Williamstown, Mass., had a work-horse parade on June 7. There was a large number of entries and the parade was a success in every way.

William J. Doherty, department superintendent at the Boston steamship terminal and port expert has been made general manager for the Armstrong Transfer Co., of Boston. Upon the day that Mr. Doherty left the services of the state the steamship terminal was closed during the noon hour for the first time since its opening 3 years ago, to permit the thousand employees of the steamship companies, railroad companies, United States Government officials and contracting firms to attend the presentation of \$500 in gold coin to Mr. Doherty.

Nicholson & Co., has leased the two-story and basement factory building 154 by 100 feet on Webster avenue at One Hundred and Ninety-Eighth street in New York City for a term of 22 years at an aggregate rental of \$150,000. After extensive alterations the building will be occupied as a storage warehouse and garage. It abuts on the tracks of the New York Central railroad.

Charles H. Sproessig, Jr., is said to be at the head of a concern which has recently purchased the old Liberty Brewing Co., plant on One Hundred and Seventieth street between Third and Fulton avenues in New York City. The frontage is 280 on One Hundred and Seventieth street and nearly 200 on Fulton avenue, and on the property are eight large buildings. It is reported that the site, and perhaps some of the present buildings will be used for warehousing purposes. Mr. Sproessig is known to have severed his connection with Sproessig's Storage Warehouse Co., as a note in the June "Bulletin" of the New York Furniture Warehousemen's Association announces that hereafter that company will be represented at the meetings of the association by

West End Storage Warehouse

202-210 West Eighty-Ninth St.,
Moving, Packing and Shipping, Storage
Warehouse and Silver Vaults.
NEW YORK CITY.

**Metropolitan Fire Proof
Storage Warehouse Company**

39-41 West Sixty-Sixth St.
STORAGE, CARTAGE, PACKING.

**Julius Kindermann & Sons
FIREPROOF STORAGE WAREHOUSES**

Storage for Household Effects, Automobiles, Etc.

1360-62 Webster Ave., near 170th St.
NEW YORK CITY.

OIL CITY, PA.**Carnahan Transfer & Storage
COMPANY
STORAGE AND PACKING****PARKERSBURG, W. VA.****Parkersburg Transfer &
Storage Co.**

101-113 ANN STREET.
Distributing and Forwarding Agents.
Track in Building.

PHILADELPHIA**CITIZENS' EXPRESS COMPANY,**

Theo. Gabrylewitz

Drayman—Shipper—Distributor

HEAVY HAULING

Parcel Delivery.

Auto Delivery.

31 North Sixth St.

PITTSBURGH, PA.

Haugh & Keenan
Storage & Transfer Company,
Center and Euclid, East End.
PITTSBURGH, PA.

**MURDOCH STORAGE &
TRANSFER COMPANY,**

Successor to

W. A. Hoevler Storage Company,
Office and Warehouses
516 NEVILLE STREET, PITTSBURGH, PA.

TRANSFER, WAREHOUSE AND STORAGE COMPANIES' DIRECTORY—CONTINUED

Weber Express & Storage Co.

4620 Henry Street

Moving, Packing and Storing | **GENERAL**
of Furniture and Planos | **HAULING****J. O'NEIL, EXPRESS AND STORAGE**

813 W. Diamond Street, Northside.

Unsurpassed Facilities for Storing,
Handling, Transferring
and Forwarding Goods.**UNION STORAGE CO.,**

Liberty and Second Ave.

GENERAL, COLD AND BONDED STORAGE
TRANSFERRING AND FORWARDING.**PORTLAND, ME.****Chase Transfer Company**

General Forwarding Agents

Eastern Steamship Company, Maine Steamship
Company, Grand Trunk Railway.

Special attention to Carload Consignment.

PORTLAND, ORE.**Northwestern Transfer Co.**

64 and 66 Front Street

GENERAL FORWARDING AGENTS

Special Attention Given to Pool Cars

POCATELLO, IDAHO.

Hannifan's

Transfer & Storage Co.

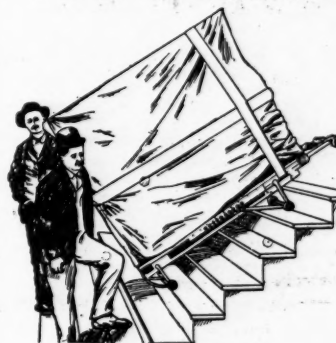
CARLOAD DISTRIBUTERS

Agents for shippers of household goods,
automobiles, machinery and other commodities. Pocatello is the leading distribution center of the Northwest.**ROCHESTER, N. Y.****Rochester Carting Company,**

164 ANDREWS STREET.

Movers of Pianos and Household
Furniture.**SPRINGFIELD, MASS.****Central Storage Warehouse****STORAGE AND DISTRIBUTING**
PACKING, CARTING, SHIPPING

either W. F. Olpp or Charles H. Rix.

Hoevler Warehouse Co., has started in business in Pittsburgh. The company will make a specialty of household goods storage. The head of the company is the son of W. A. Hoevler who will be remembered as having been the proprietor of the Hoevler Storage & Transfer Co., in Pittsburgh. The Hoevler Storage & Transfer Co., was bought out sometime ago by D. V. Murdock and is now known as the Murdoch Storage & Transfer Co.**Central Hudson Trucking Co.,** of Poughkeepsie, N. Y., has taken over the trucking business formerly operated by H. V. W. Anderson in Poughkeepsie.**Inspector Myers** of the New York City Traffic Squad has drawn up amendments to existing ordinances regarding traffic regulation on Fifth avenue, New York City, and has sent them to the board of aldermen with a request for their adoption. The first amendment provides that between 8 a. m. and 6:30 p. m. commercial vehicles may enter Fifth avenue between Washington Square and Sixtieth street only to load or discharge merchandise, and must enter and leave the avenue at the nearest intersecting street to their stopping place. Another amendment limits heavy vehicles of two ton or more to 10 miles per hour, and provides for the attachment of conspicuous plates showing the weight of all motor vehicles.**S. J. Westheimer** of the Westheimer Warehouse Co., of Houston, Tex., writes us of a storage account which the Westheimer Co., recently handled which he believes will interest readers of **TRANSFER & STORAGE**. On June 1, 1912, the Planters' Compress Co., of Houston, Tex., went into liquidation, and according to the laws of the State of Texas, they were compelled to preserve their records for a period of three years. They availed themselves of the facilities offered by the Westheimer fireproof warehouses and stored all the books and records with that company. Under an agreement, the Westheimer company was to hold these goods in storage for 3 years, the date of expiration being June 1, 1915, and at that time the Westheimer company was to burn the books and records of the Compress company. For this unique service, the Compress company paid the Westheimer company \$150.00 for 3 years storage and \$10.00 for the labor of disposing of these records at the end of that period. After paying the Westheimer company by**ST. LOUIS, MO.****Columbia Transfer Company**Special attention given to the
distribution of car load freight.Depots: St. Louis, Mo., and East St.
Louis, Ill.**The Loeb "Walking" Truck****Notice**

That the wheels can be made to fit any stairs.

That one man can "buck" a piano up the steepest flight of stairs.

That the wheels can be easily pulled up out of the way for sliding down stairs.

That it is the best truck on the market.

Write for circular and testimonials.

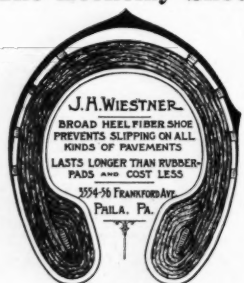
ADAM LOEB & SONS,

20 ALBINA AVE., PORTLAND, ORE.

P. F. BURKE
DANRELL & D. STS. SO. BOSTON, MASS.
MANUFACTURER OF

PATENT STEEL TOE CALKS
BLUNT AND SHARP
Also BURKE'S IMPROVED
HORSE SHOERS' FOOT VISE
DIES FOR WELDING SHARP CALKS

The Economy Shoe



Patented.

Although this shoe costs less, it has all others beaten by tests as a gripper on smooth pavements—not only for a few days, but until it is worn out. It has no equal for relieving lame, tender or shelly feet. All who have tried this shoe, praise it. Fits hot or cold.

It will pay you to write to

JOHN H. WEISTNER, Mfr.
3554-56 Frankford Avenue,
PHILADELPHIA, PA.

NEWTON'S Heave, Cough, Distemper and Indigestion Cure

The Best Conditioner

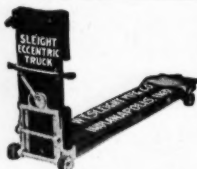


The Best Worm Expeller

Because it is largely an Indigestion and Blood Remedy. INDIGESTION causes Heaves, Cough, Colic, Scouring or the opposite, Staggers, Verrigos, Intestinal or Stomach Worms, Abnormal Conditions of the Stomach and Bowels. NEWTON'S cures Colds, Cough, Distemper. Death to Heaves. Best package, screw-top can. Absolutely most economical to use. The leader, not a follower. A Veterinary Remedy backed by 25 years increasing sales. Price 50c and \$1.00 per can at dealers' or direct.

THE NEWTON REMEDY CO., Toledo, O.

Two men delivered 17 pianos in one day with this truck.



W. T. SLEIGHT MFG. CO.,
303 Wulsin Building,
Indianapolis, Ind.



Loading Pads
Wagon Covers, Piano Covers
Piano Dust Covers
Keyboard Covers
Parlor or Baby Grand Covers
Canvas Goods, Twine,
Rope, Etc.

Wm. A. Iden Co.

564 Washington Blvd., Chicago, Ill.

TRANSFER & STORAGE

check, even the check book used in this transaction was placed among the records and burned with the rest on June 1, 1915.

R. C. Packer & Co. of Defiance, Ohio, have sold the stock, drays, trucks and equipments that belong to the Defiance Truck & Transfer Co., to Herman Baden and hereafter the business will be conducted under the name of The Baden Truck & Transfer Co.

The Right To Work.

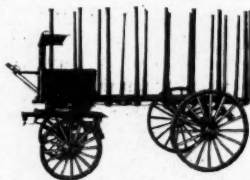
The Supreme Court of Connecticut recently handed down a decision which reaffirms the sacred right of individuals to work and earn a livelihood without interference or hindrance. It is a blow at the most detestable form of combination, the labor trust, which aims to keep workers subjected to arbitrary union rules and regulations, and to levy fines for their violation or deny to a worker the right to earn a living.

Connors was a union hatter of Danbury, Conn., in 1909. He worked at his trade and faithfully paid the allotted tithes to the hatters union for the privilege of laboring. In the course of time he and several others protested against the usurping of individual rights and liberties by the union. He was expelled forthwith for his mutiny and thereafter found it exceedingly difficult to obtain employment. Danbury was a closed shop town and the power of the union was great. The persecution, however, did not stop there. Connors was hooted at and stoned in the streets, he was forced to leave his boarding house and eventually to get out of town, but being a man of more than ordinary stamina he resolved to fight.

Suit was instituted for damages and a jury unanimously awarded him \$1,100 damages against two union officials, Nees and Connolly, and the decision has just been upheld by the supreme court of the state.—American Boycott Association.

WINKLER DRAYS

are most economical in the long run. Investigate before you buy.



Catalogue 32C on request.

Winkler-Grimm Corporation,
Formerly Winkler Bros. Mfg. Co.
10 Anthony St., South Bend, Ind.

FOUND

what every transfer man wants.

The G G G
(Trade Mark)

Hame Fastner

GUARANTEED



45—"The G. G. G." is stamped on every Fastner

\$4.00 per Dozen, delivered

For Sale by Dealers

G G G Metal
Stamping Co.
Warren, - - Pa.

Warehouse and Van Supplies

Furniture and
Piano Mover's
Equipment

Wagon, Van and Auto
Truck Covers.

Furniture
Loading
Pads

Piano Moving Covers
Piano Dust Covers
Piano Hoists.

Hoisting Belts
Surcingle Belts
Piano Dollies, etc.

WRITE FOR PRICES

Telephone, Main 2691.

Manufactured by

F. F. Hopkins Mfg. Co.
322 W. Lake St.,
CHICAGO, ILL.



We Have Blazed the Pure Feed Trail

As the sturdy Pioneer marked the trail of our great western civilization—we have blazed the great Eastern Trail for **PURE** Feed. We have gathered the golden grain from our fertile fields, ground and mixed them with Pure Sweet Cane Molasses from our Southland and laid it at the door of the consumer of the Great East.

Hundreds have used **Excello Horse Feed** and have profited by it and every day brings us new friends. Our progress has been like that of the Pioneer—slow and steady, but the goal is reached. We have paved the Pure Feed highway and to-day **Excello Horse Feed** is known for its purity and economy in the largest and best markets of the world. When you feed **Excello** you are feeding the best. **Order more to-day.**

Excello Feed Milling Co.

St. Joseph, Mo.

Write for Price and Booklet.

With What Nails

are your horses shod — **genuine Capewell**? You are entitled to these best nails by the price you pay for shoeing. You surely need them in your business.

Your horses often put their shoeing to the severest tests. Weak inferior grades of nails are quite likely to break under the strain. This means time wasted in having shoes tightened and needless expense.

Capewell nails hold shoes under the most trying conditions. You can have them used without extra expense. Make sure that you are getting this brand—it pays.



Every "Capwell" nail has our Trade Mark on the head — a pattern formed by lines crossing each other diagonally.

The best nail in the world at a fair price—not the cheapest regardless of quality. Used in the leading shops everywhere.

The Capewell Horse Nail Co.

Hartford, Conn., U. S. A.

Largest Makers of Horse Nails in the World.

H. W. Selle & Co.

1000-1016 N. Halsted St.,

CHICAGO, ILL.

Manufacturers of

Excelsior Wrappers

¶ When in the market for Excelsior Wrappers remember the only independent manufacturers. We have no connection whatever with the Excelsior Wrapper Trust.

¶ We manufacture first class pads out of high grade basswood excelsior, which we manufacture ourselves, and use extra good paper.

¶ Our prices are low. Our capacity is large enough for any orders. Please give us a trial. All orders receive immediate attention.

WELCOME DROP IN THE PRICE OF OATS

From **60c & 62c** per bushel

To **42c** to **52c** per bushel

**The Bell Oat and Corn Crusher
Will Reduce the Old Price 15 to 30%**

Send for Descriptive Matter

W. L. McCULLOUGH COMPANY
YPSILANTI, MICHIGAN

SECOND EDITION

Mohun on Warehousemen

Warehouse Laws
and Decisions

By Barry Mohun

A Compilation of the Laws of the Several States and Territorial Possessions Pertaining to Warehousemen and the Warehousing Business, Containing an Annotated Copy of the Uniform Warehouse Receipts Act with Analytical Index.

Published under the auspices of The American Warehousemen's Ass'n.

Sent to any address on receipt of \$7.50

TRANSFER & STORAGE

Westinghouse Building,

Pittsburgh, Pa.

Established in 1866.

Transfer and Delivery Wagons



Soon show the kind of material that has been put into them. Our wagons are carefully constructed with the very best material and workmanship. All lumber used in constructing our wagons is air seasoned. We guarantee the durability of our wagons and they will stand the wear and tear to which this class of vehicles is subjected. Write to-day for our catalogue. Do it now.

KOENIG & LUHRS WAGON CO.

QUINCY, ILL.

STORAGE RATE GUIDE

CONTAINING

STORAGE RATES ON GENERAL MERCHAN-
DISE, FREE AND IN BOND; COLD
STORAGE; HOUSEHOLD GOODS;
AGRICULTURAL IMPLEMENTS
AND MUCH VALUABLE
INFORMATION ON
WAREHOUSING.

Compiled by the
AMERICAN WAREHOUSEMEN'S ASSOCIATION.

Price { Bound in Cloth \$1.00
 { Bound in Flexible Morocco 1.50
 Sent postpaid to any address on receipt of price.

TRANSFER & STORAGE

Westinghouse Building

Pittsburgh, Pa.

Warehousemen Attention

→ \$2,000,000.00 ←

For Building Purposes

at the Disposal of Con-
cerns Having a Going
Warehouse Business which
Shows Substantial Gains
Over a Period of Four
Years.

When Writing Give Full Details of
New Project.

MOORES & DUNFORD

Architectural and Warehouse Engineers

10 South La Salle Street
CHICAGO, ILLINOIS

Did You Receive Your Copy of Our
1915 Year Book?

Do You Want

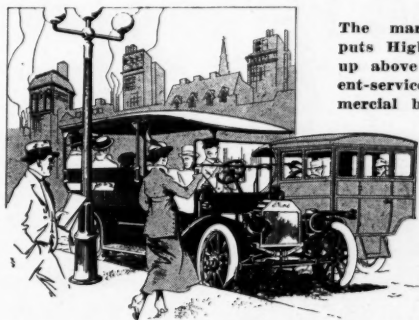
to buy, sell or ex-
change anything?

Transfer & Storage

Want and For Sale
Advertisements

Cost you only 2 cents
per word and they
BRING RESULTS.

THIS BUS TO PROFIT!



The mark of merit
puts Highland Bodies
up above the indiffer-
ent-service giving com-
mercial body.

In hard service, over rough roads, and frequent loading and unloading will not wear out a Highland Body in the same length of time as any other commercial body. It leads in long life of service, and the dollars invested earn more because they buy more miles of travel, hours of working, and pounds of carrying capacity.

GET OUR CATALOG

There is a Highland catalog showing a body for every commercial service—

No. 10 Commercial Bodies for light chassis.

No. 14 Commercial Bodies for heavy chassis.

No. 15 Commercial Bodies for Ford chassis.

No. 15B Highland Bus Bodies for Ford chassis.

BE OUR AGENT

Dealers will profit and gain the good will of commercial body users by selling the Highland line.

There is a big advantage in buying our bodies, in prime or painted, all ready with complete equipment to attach to your chassis, and start immediately in service.

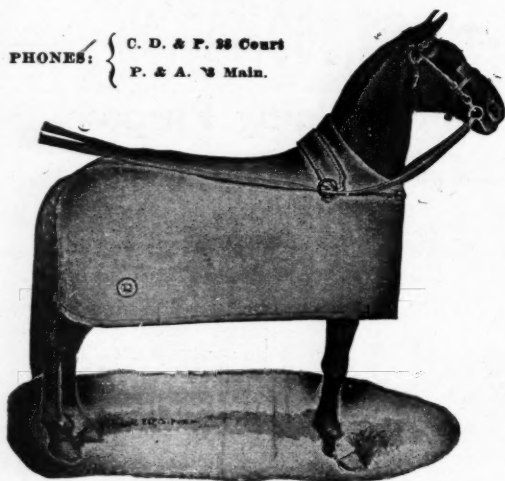
Get a complete job, ready for use. The freight saving on a knock-down body is not a sufficient item to offset the inconvenience and expense of setting up, fitting, and waiting.

The Highland Body Manufacturing Co.

707 Elmwood Place,

Cincinnati, Ohio.

PHONES: { C. D. & P. 26 Court
P. & A. 3 Main.



We are
The Original and Only
Manufacturers of the
famous

STAG BRAND WATERPROOF

HORSE
- - - AND - -
WAGON
COVERS.

FOR SALE BY ALL LEADING SADDLERS
THROUGHOUT THE UNITED STATES.

Pittsburgh Waterproof Co.

435 Liberty Street, PITTSBURGH, PA.

Horses Fed Scientifically are the Most Efficient

Hand S

Eighty horses 100 per cent efficient will do as much work as one hundred horses 80 per cent efficient, at 80 per cent of the cost.

**Why not Make every one of Your Horses Stronger,
Healthier, More Vigorous—100% Efficient?**

You can do it—easily—it's simply a matter of *proper feed* and *proper feeding*. Get that right now—proper feed and proper feeding. One is useless without the other.

H. & S. Alfalfa Feed is the proper feed. Not only will its use make your thin, weak, sickly horses strong, vigorous and healthy, but it will *maintain* this good health.

Why don't you start—NOW?

Dwight E. Hamlin

— Mfr. of Scientific Feed —

38th Street & A.V.R.R. Pittsburgh

Reasons Why Big Horsemen Prefer Feeding Sucrene Alfalfa Horse Feed!

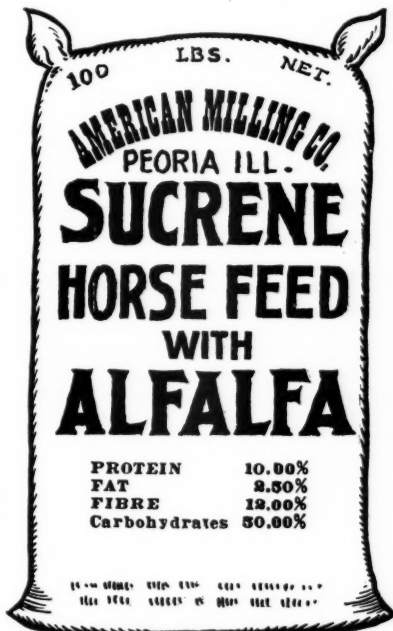
Experience in horse feeding, as in everything else, is the best teacher. If you have never fed Sucrene-Alfalfa Horse Feed, the experience and testimony of your fellow horsemen, who have fed it for years, is your best guide.

Mr. C. J. Sammis, President, Palace Livery & Taxicab Co., Peoria, Ill., writes:

"With the excellent quality of ingredients and the large percentage of grain in your formula, our horses are in good condition, doing hard work. So you can enter our order for another carload. You can refer any horse feeders to us if they are skeptical in regard to the quality or uniformity of your Sucrene-Alfalfa Horse Feed, as we know from actual test that it will save horse owners many dollars to substitute your feed in place of oats."



**MORE HORSE POWER AT LESS FEED COST
\$7 PER TON CHEAPER THAN OATS**



SUCRENE-ALFALFA HORSE FEED IS BETTER THAN OATS OR CORN, because it is more palatable, and contains the variety of ingredients needed to sustain every part of their bodies. Horses fed on Sucrene-Alfalfa Feed gain in weight in spite of hard work and are able to do heavier work with less fatigue.

SUCRENE-ALFALFA HORSE FEED is the ideal grain and molasses feed for heavy work horses—a ready-to-feed, complete, correctly balanced ration, composed of alfalfa meal, corn, white oats, barley and molasses. The grain is of the finest selected quality and is milled before being mixed, which makes it easier to digest.

GUARANTEED ANALYSIS: 10 per cent protein, 2½ per cent fat, 50 per cent carbohydrates, 12 per cent fibre. No variation in quality. Every sack the same.

THE MOLASSES IN SUCRENE-ALFALFA HORSE FEED, besides having high nutritive value, acts as a gentle laxative, keeps the stomach and bowels in good order. Horsemen who have fed Sucrene for years declare their horses are never ailing—always ready for work.

**AN ALL-THE-YEAR-ROUND FEED — WILL NOT
SOUR OR GROW MUSTY IN HOT WEATHER**

A MEALY, SWEET-SMELLING, APPETIZING FEED.

**CHEAPER THAN
OATS OR CORN**

VERY PALATABLE

EASILY DIGESTED

**NO WASTE IN
FEEDING**

**KEEPS HORSES
HEALTHY**

**IMPROVES THEIR
CONDITION**

**INCREASES THEIR
WORKING CAPAC-
ITY**

Horses are fond of it. They eat it up clean, digest it thoroughly—get the full benefit of every ounce—there is no waste for birds to pick up.

Put up in 100-lb. sacks. Try a sack. A few feeds will convince you that it is profitable.

Fill out the coupon and mail it to us. We'll send you full information.

See your dealer about Sucrene Feeds.

We also manufacture:

Sucrene Dairy Feed.

Sucrene Calf Meal.

Sucrene Hog Meal.

Sucrene Poultry Feeds.

Amco Fat Maker (for steers).

ALL MONEY-SAVERS AND MONEY MAKERS.

**AMERICAN MILLING CO.
PEORIA, ILLINOIS**

Philadelphia, Pa., Address: 444 The Bourse. Pittsburgh, Pa., Address: 46 Eighteenth St. Syracuse, N. Y., Address: 474 S. Salina St.

**American Milling Co.
Peoria, Ill.**

Please give me full information in regard to results to be obtained by feeding Sucrene-Alfalfa Horse Feed, and the saving in feed cost to be effected.

I workhorses
My name is
My addressState.....
My dealer's name
His addressState.....

TRANSFER & STORAGE

SPRING STEP RUBBER HORSE SHOES

THE SHOE THAT MAKES THE HORSE "COME BACK"

100 Per Cent
Horse Power

This Illustration Speaks for Itself

100 Per Cent
Efficiency

The only REAL
Rubber Horse Shoe
ever put on the
Market



Modern Shoeing to
meet modern condi-
tions.

Order a trial Pair
through your Horse-
Shoer and be con-
vinced.

NO SLIPPING

NO LAMENESS

Air Cushion Pads

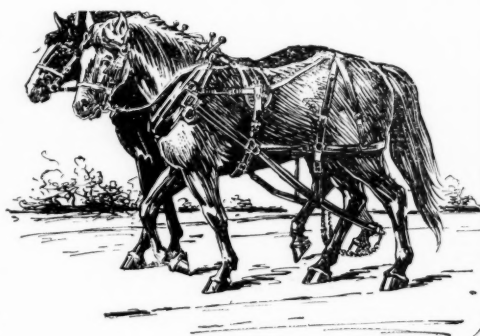
In a Class by Themselves



See That Cushion?

WE convert a
PAVED or
ASPHALT
STREET
into a
MEADOW
PASTURE

We have never
yet seen an
ordinary case of
Hoof Lameness
that our Air
Cushion Pads
would not cure



"WRITE US FOR BOOKLET."

Perfect Security of Foothold under All Conditions.
NO SPIKES NO CALKS NO SHARPENING

REVERE RUBBER CO.

PATENTEES
and SOLE
MANUFACTURERS

Chelsea, Mass., U. S. A.

Branches — Boston, New York, Pittsburgh, Chicago, New Orleans, Spokane, San Francisco, Seattle

